

FIG. 1A

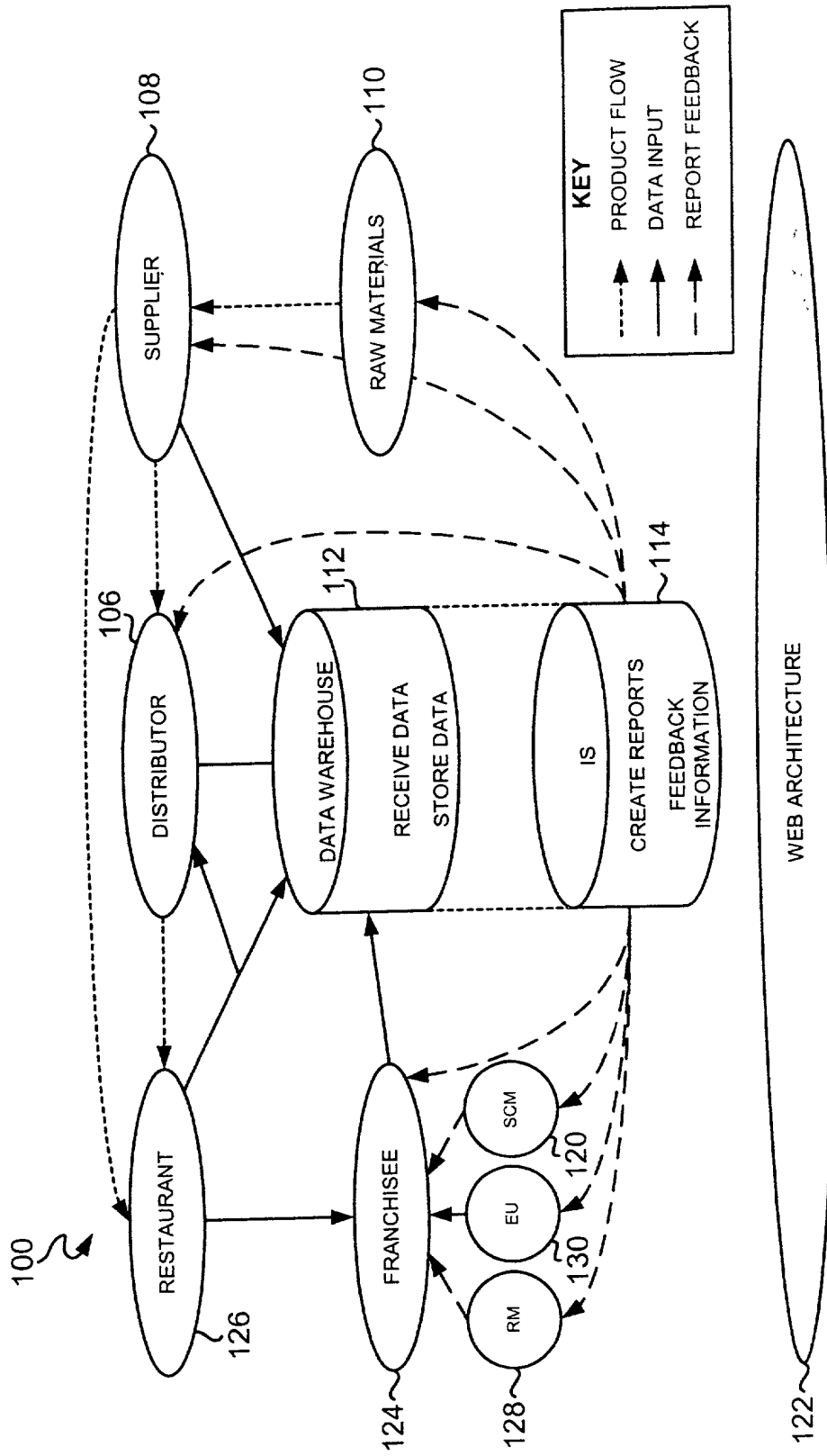


FIG. 1B

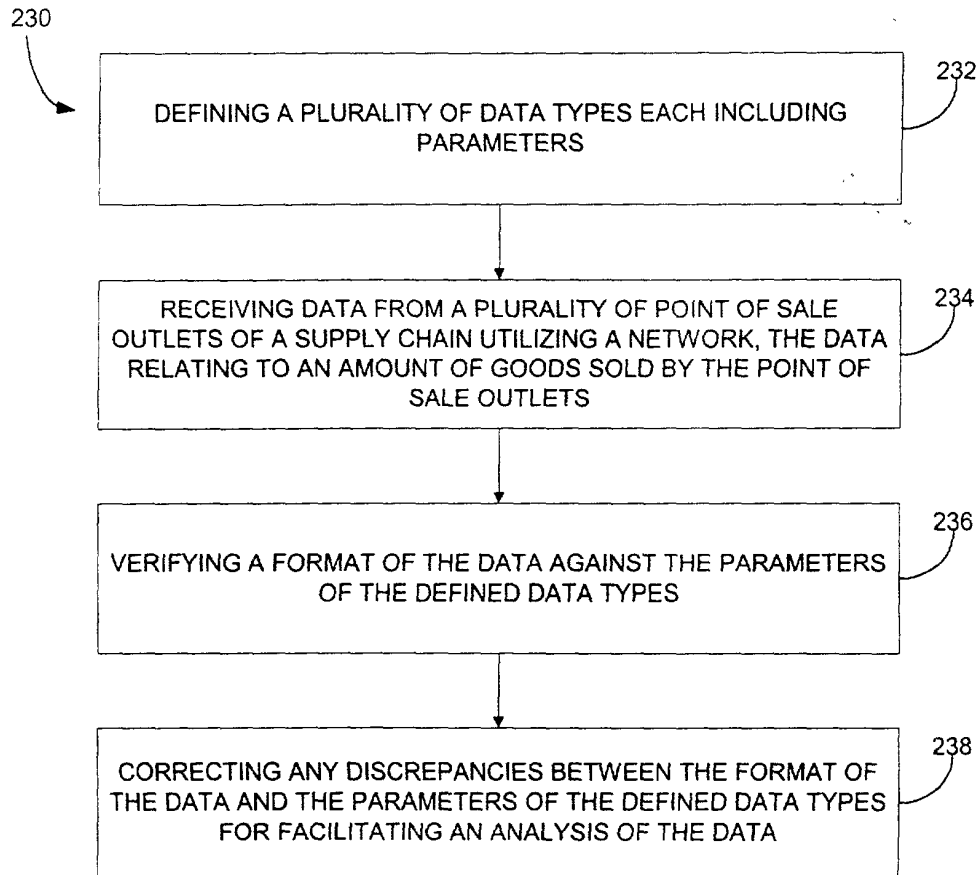


FIG. 2

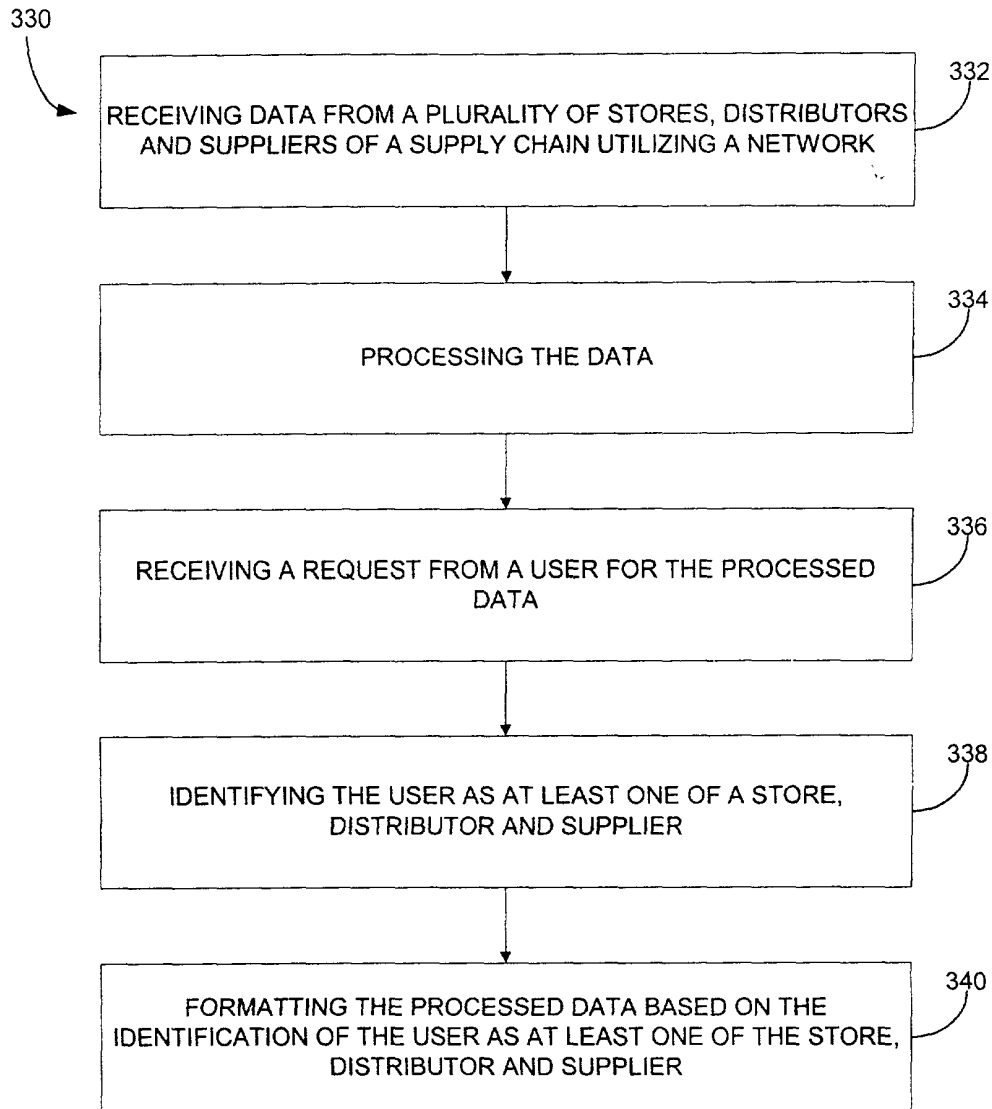


FIG. 3

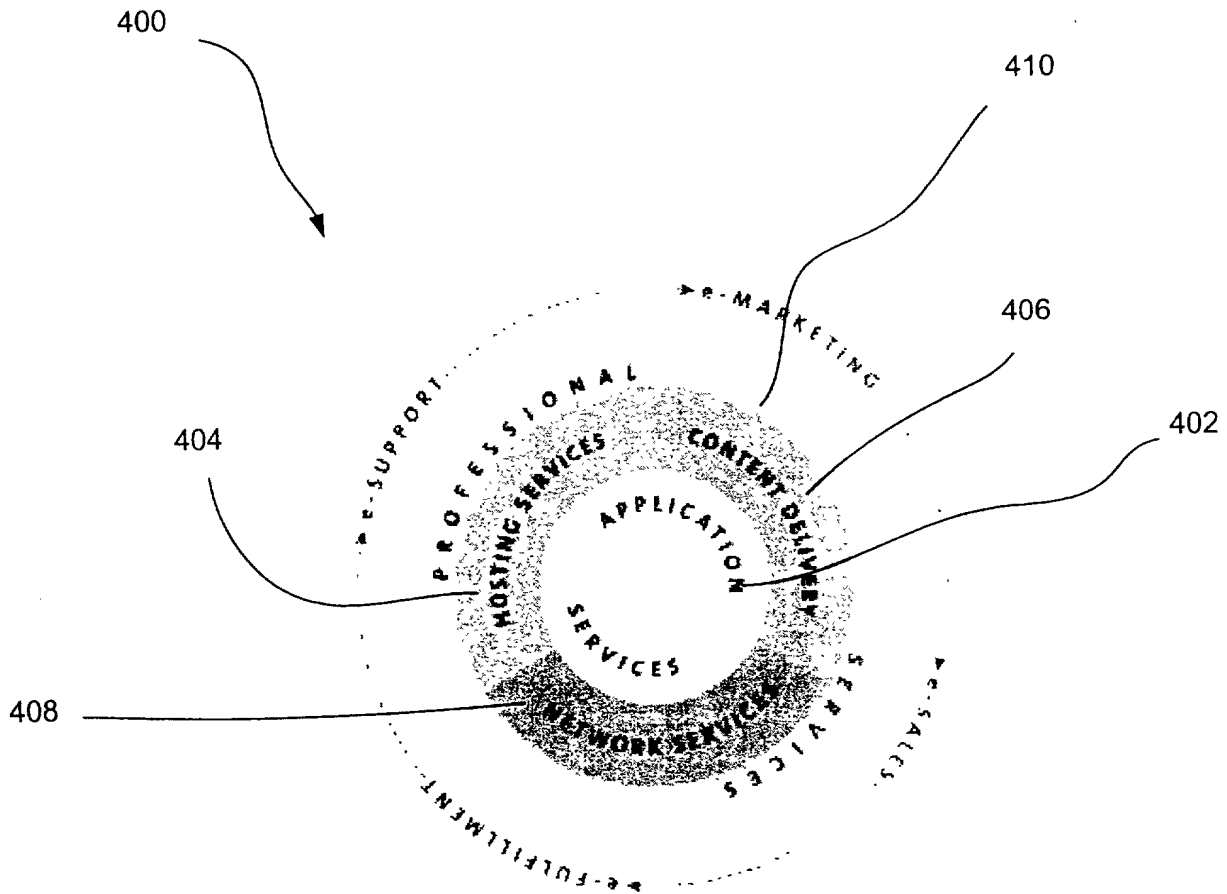


Fig. 4

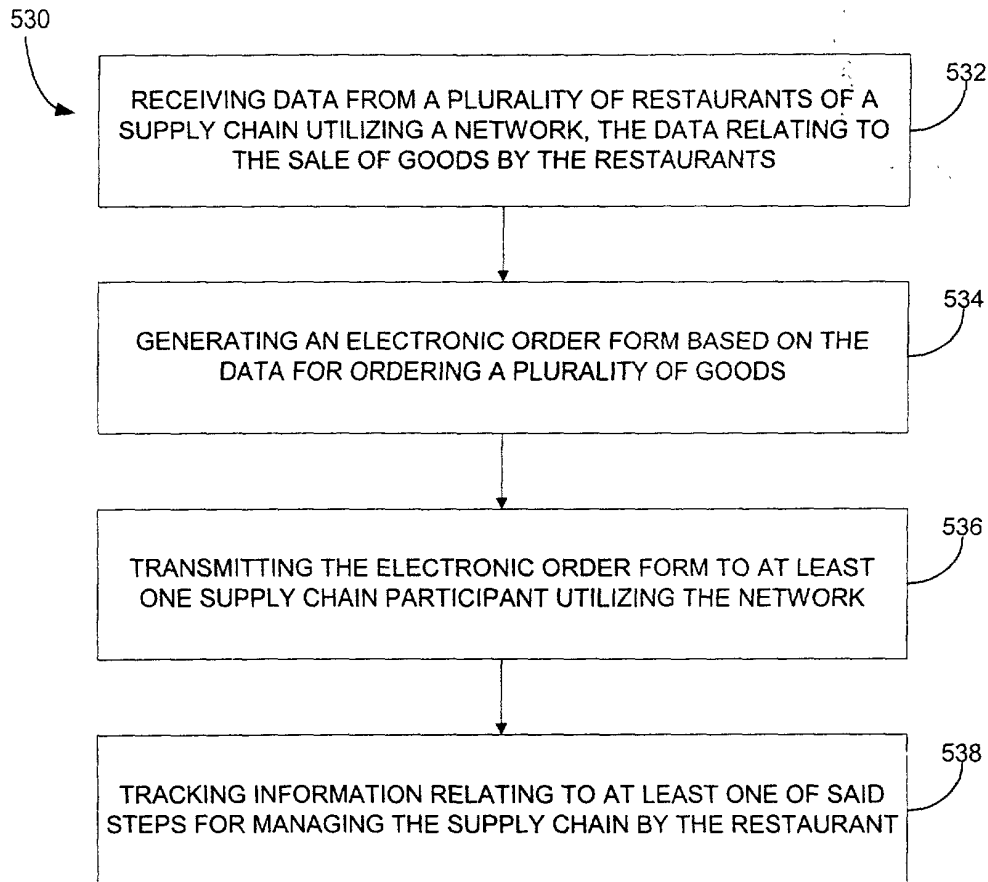


FIG. 5

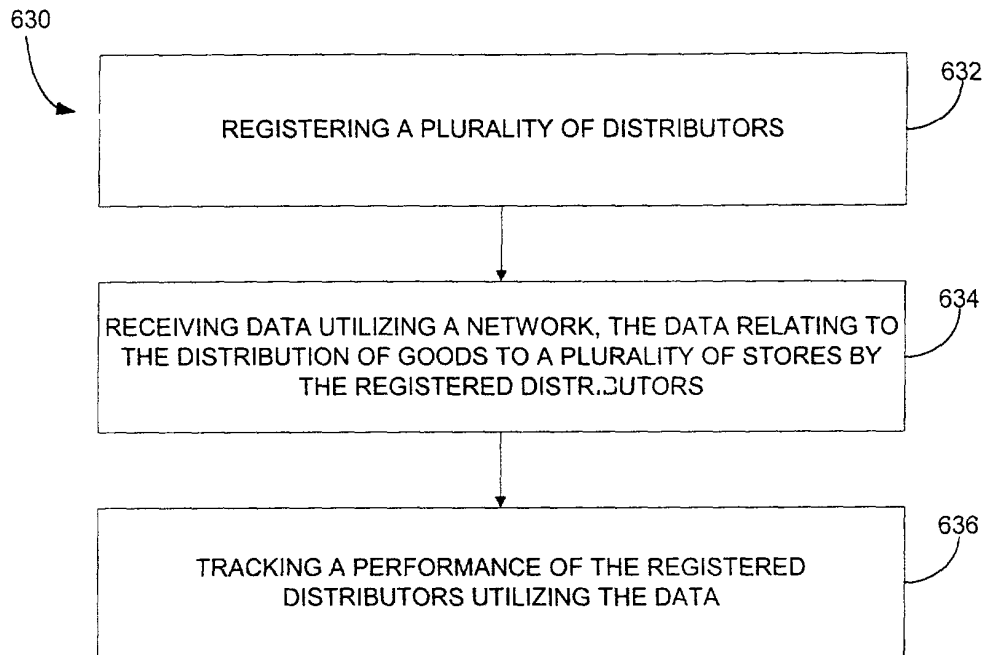


FIG. 6

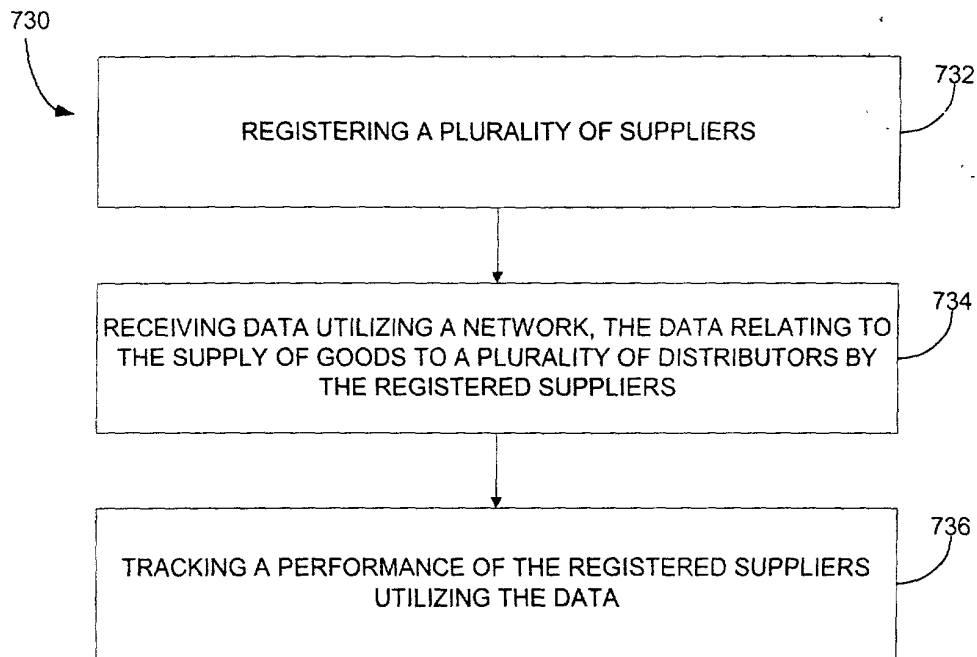


FIG. 7

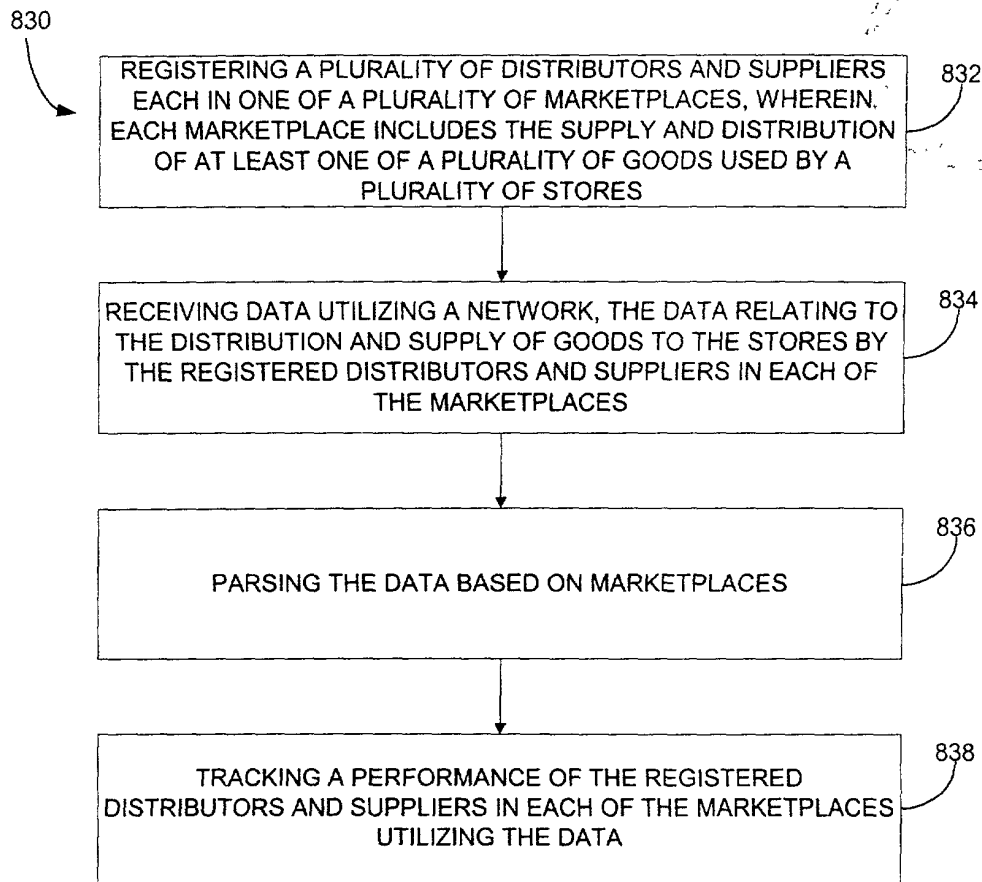


FIG. 8

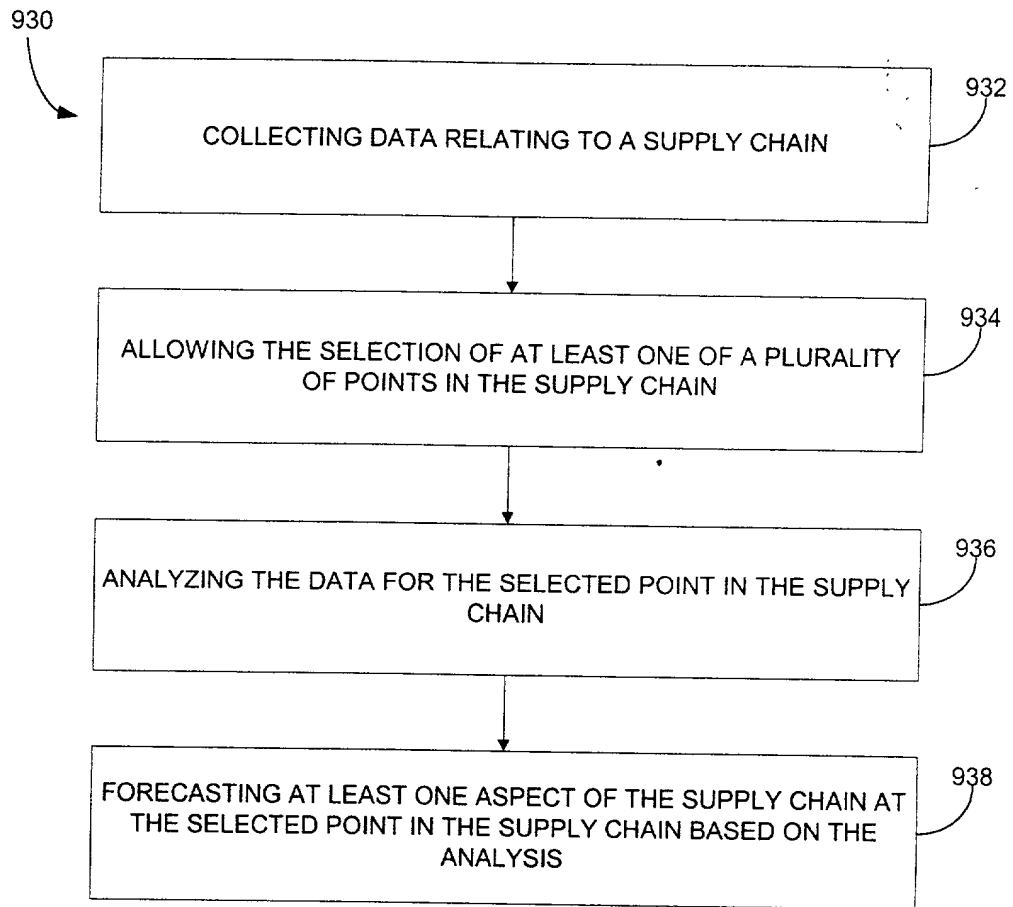


FIG. 9

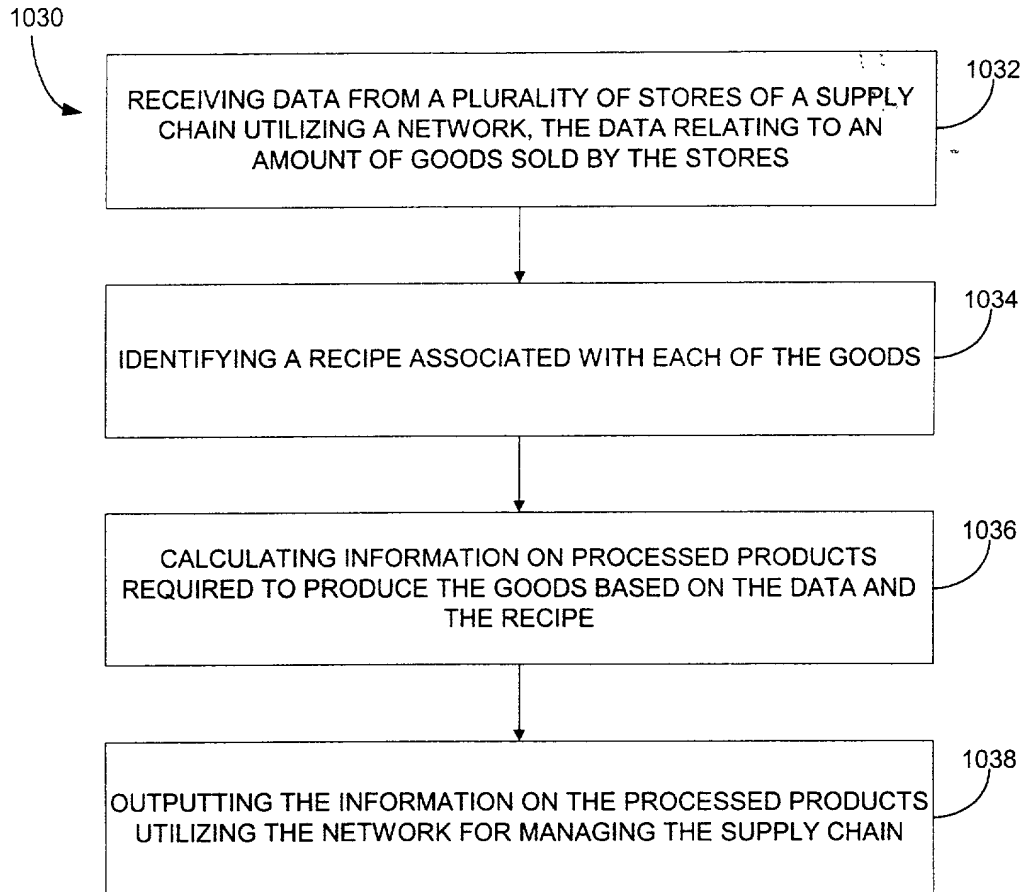


FIG. 10

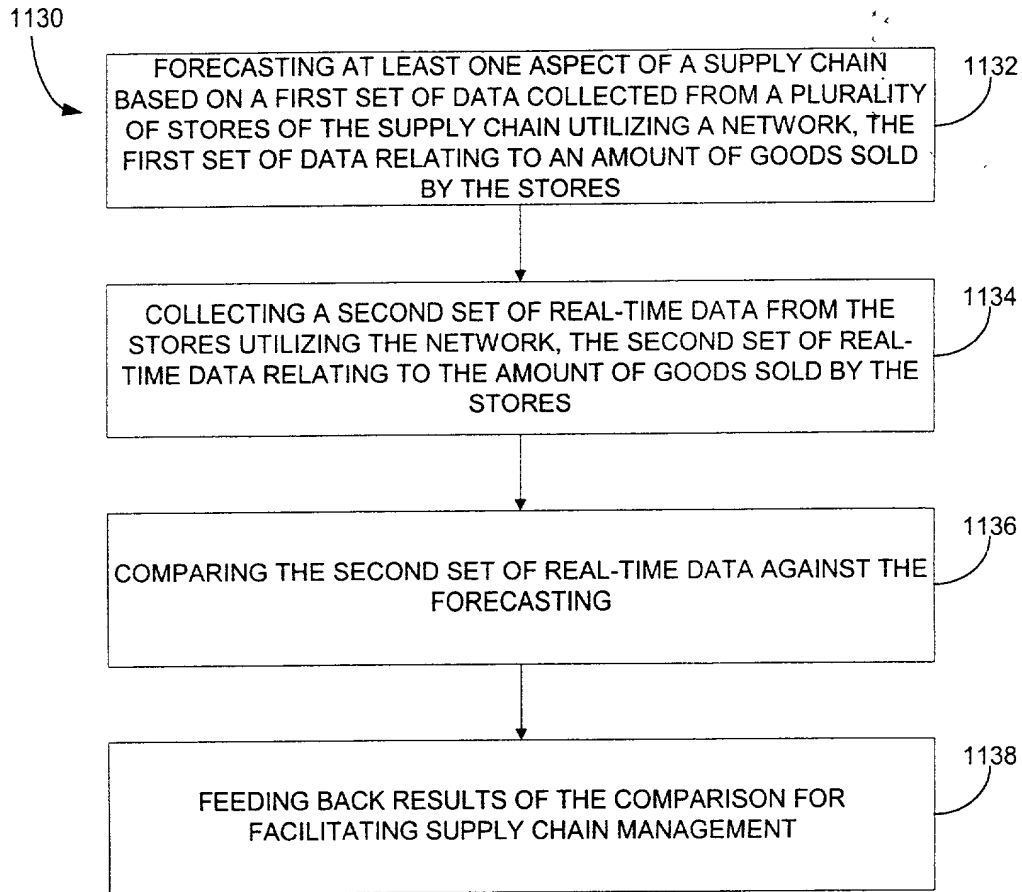


FIG. 11

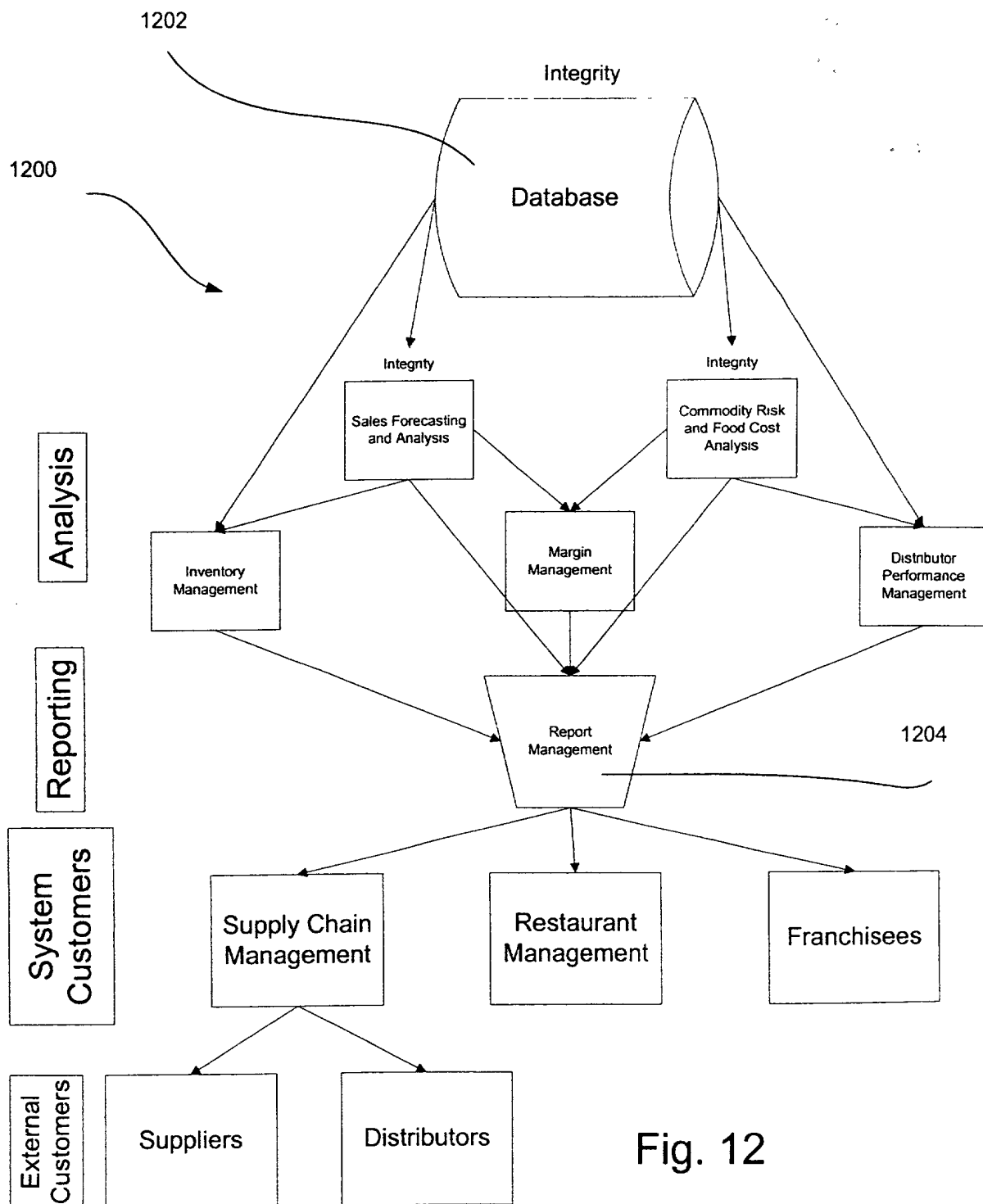


Fig. 12

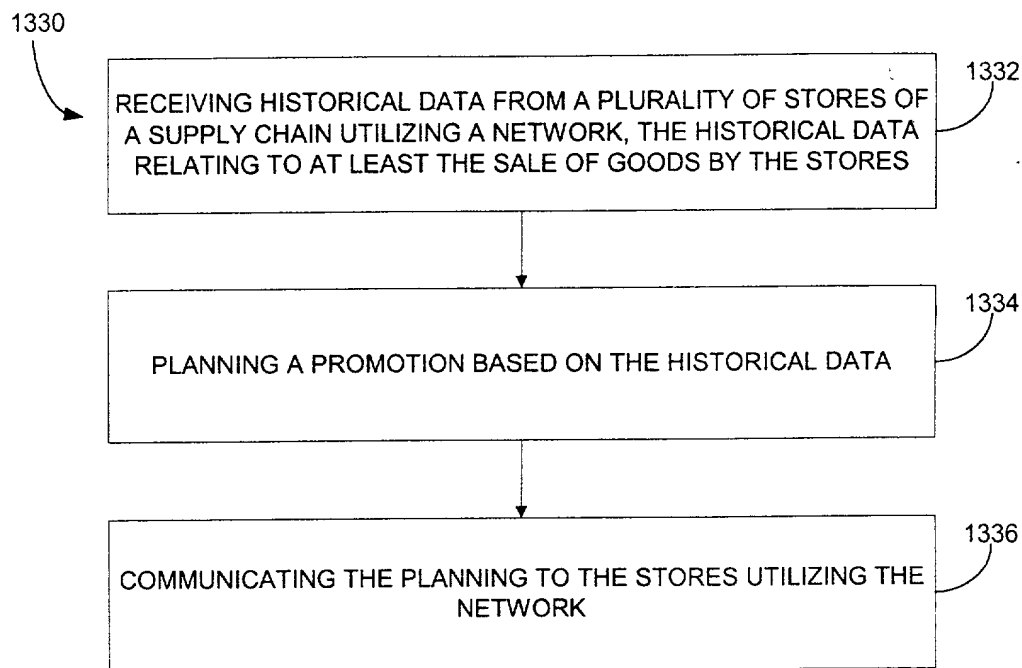


FIG. 13

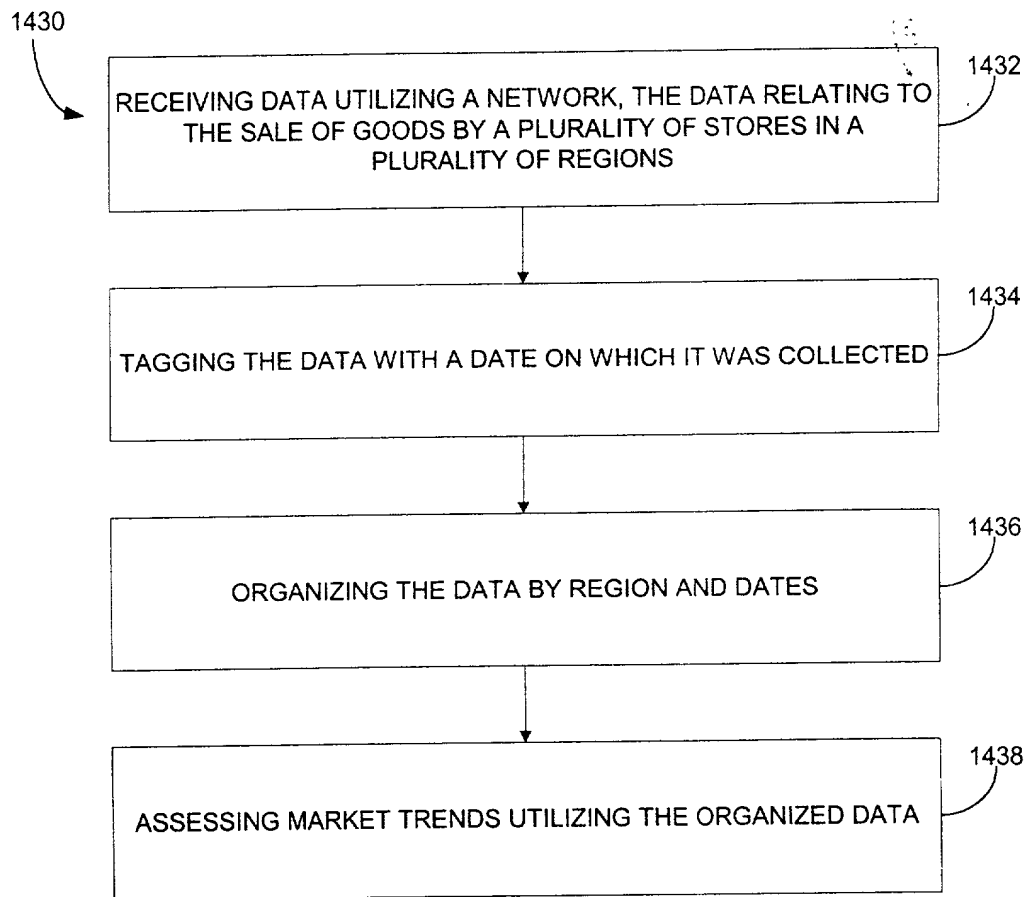


FIG. 14

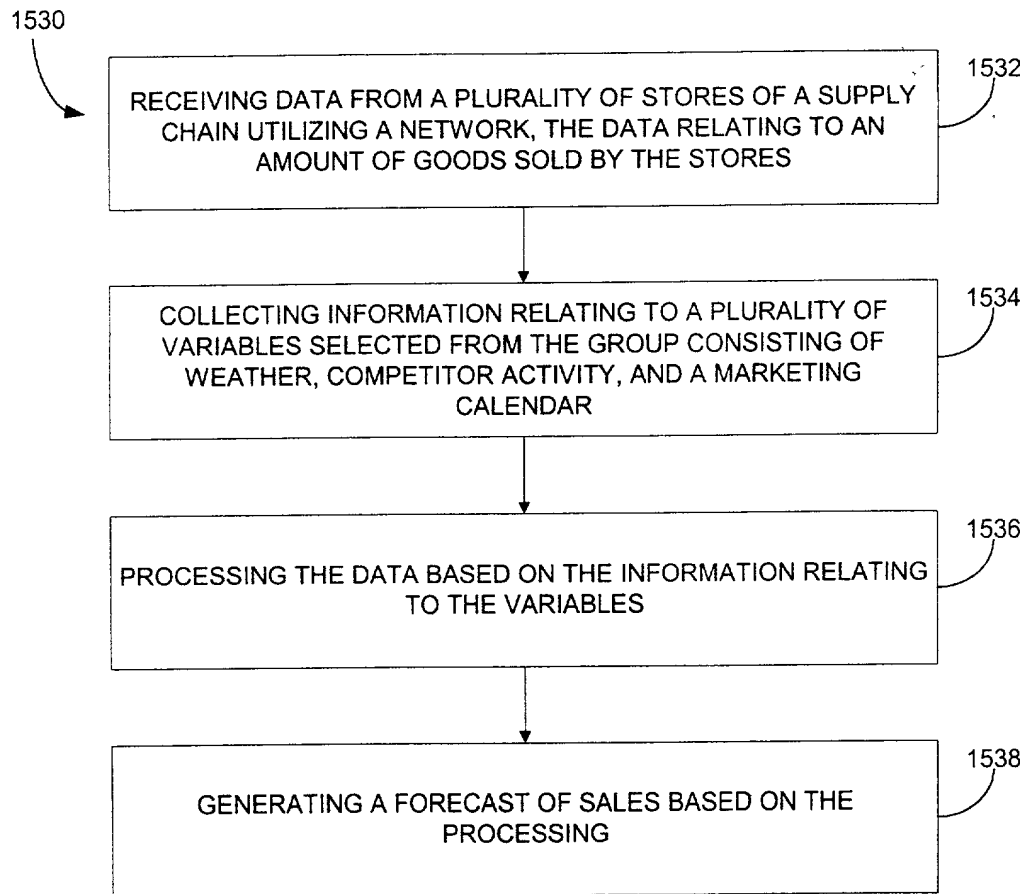


FIG. 15

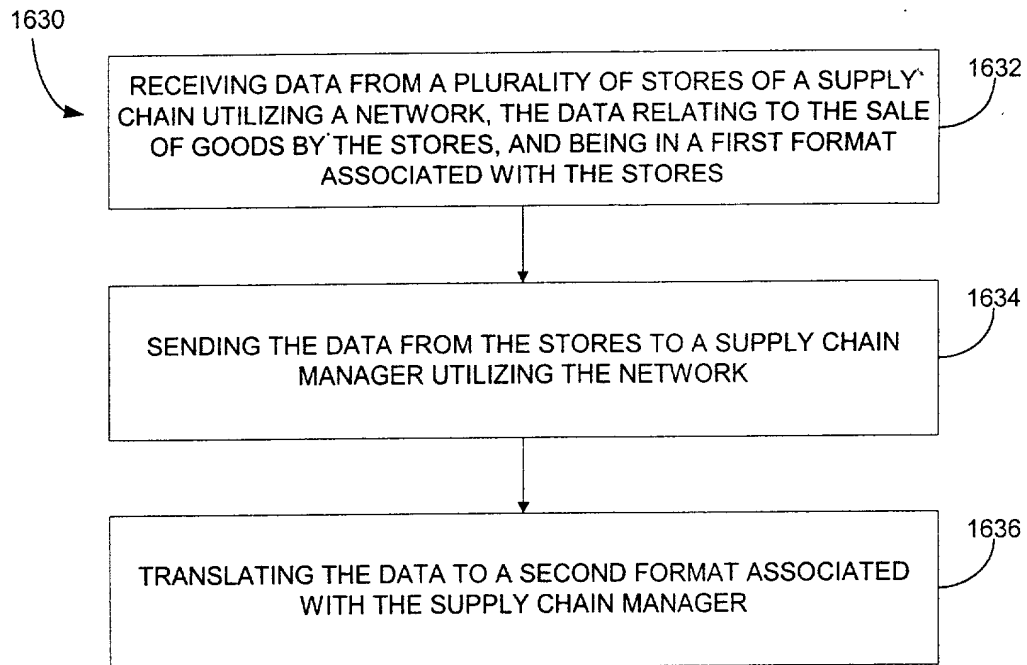


FIG. 16

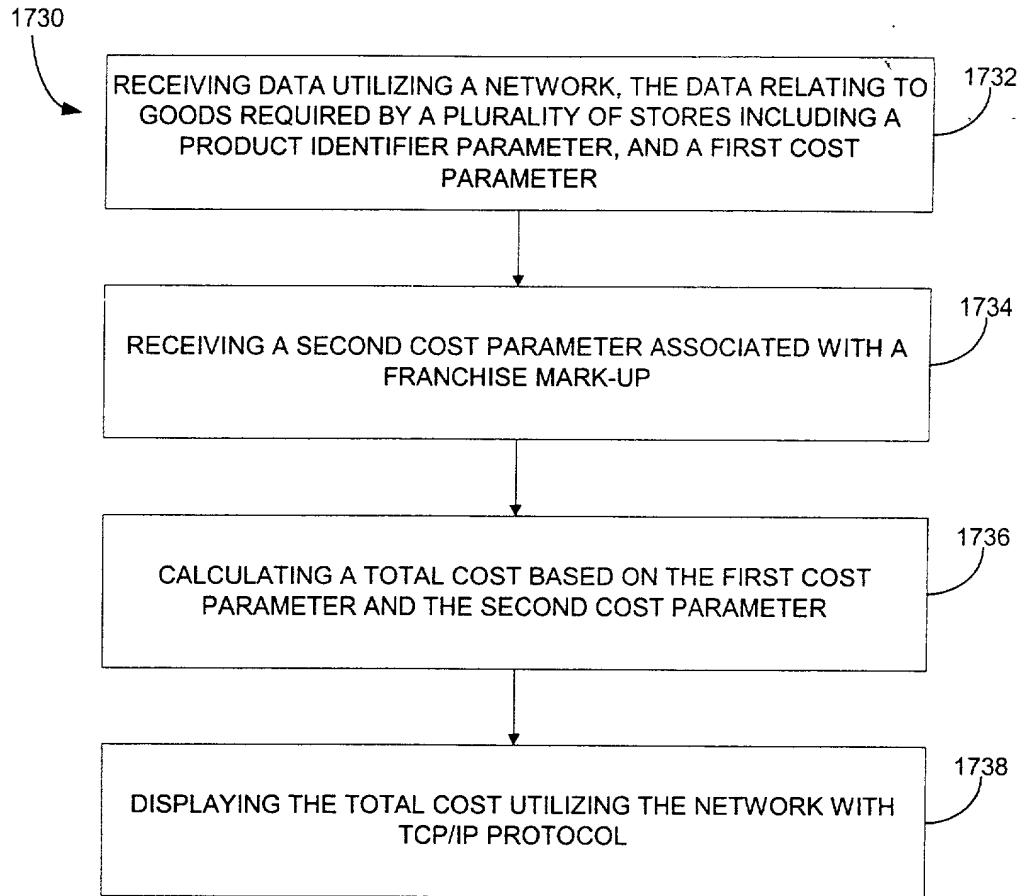


FIG. 17

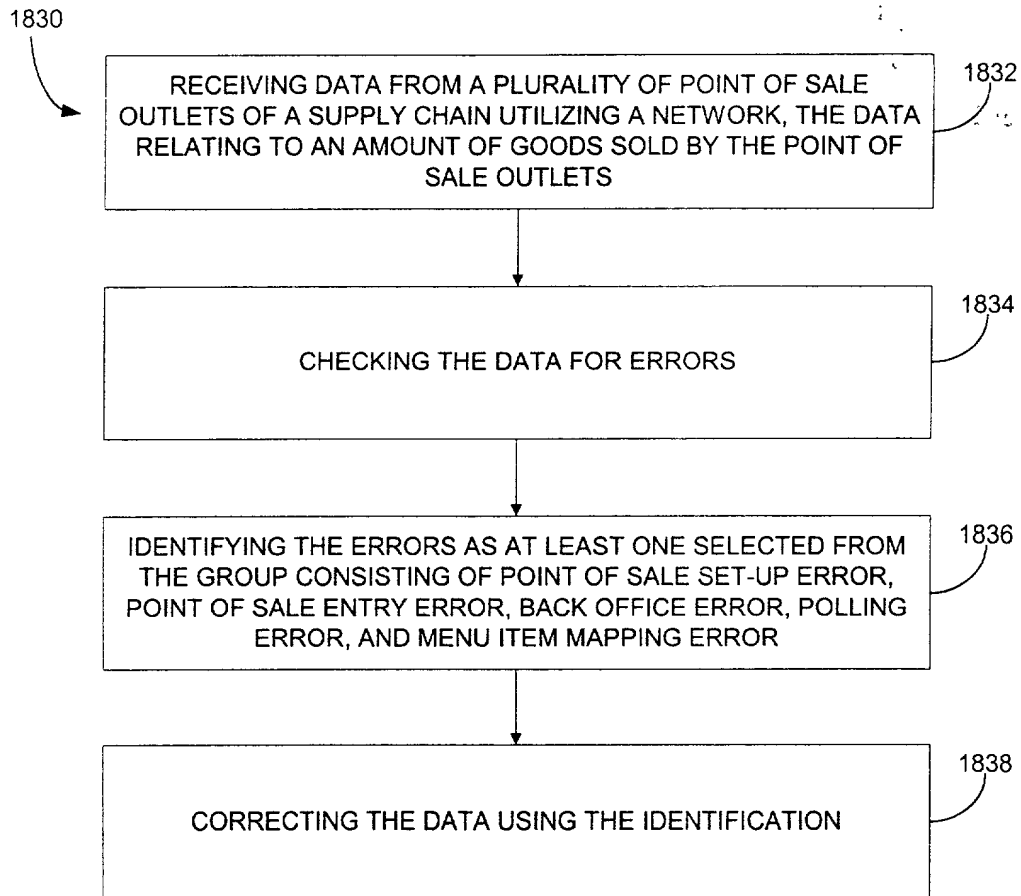


FIG. 18

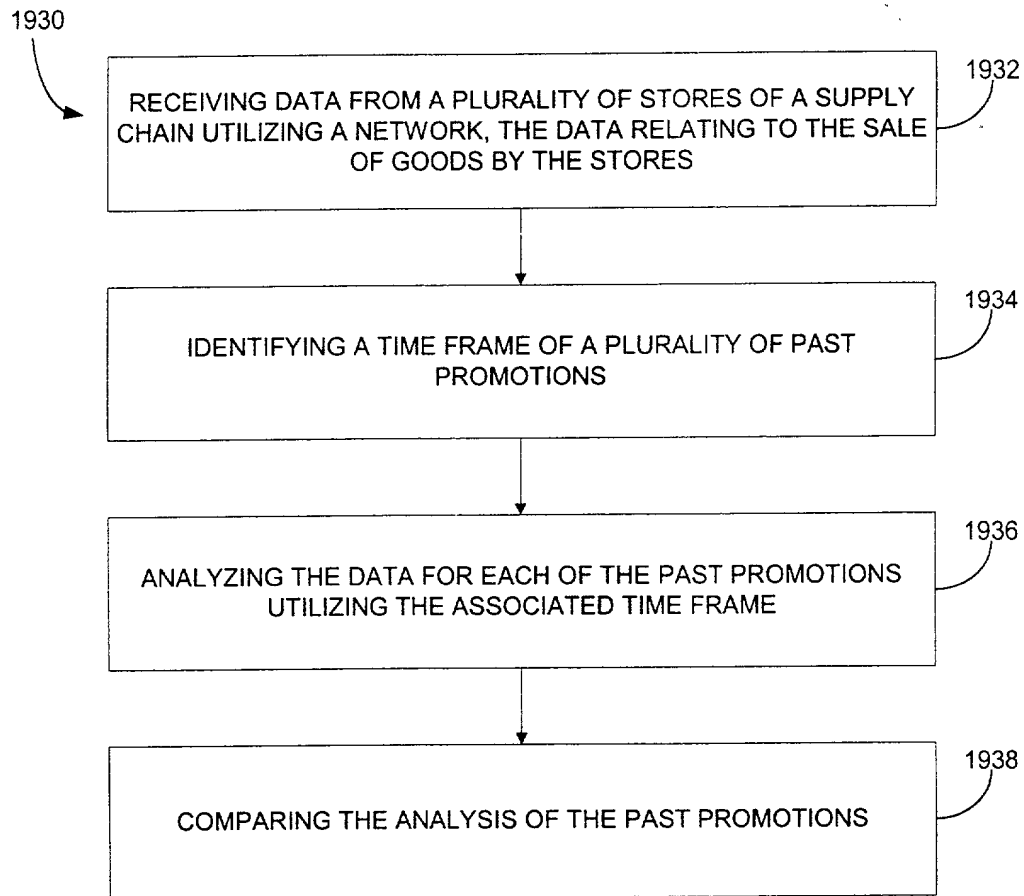


FIG. 19

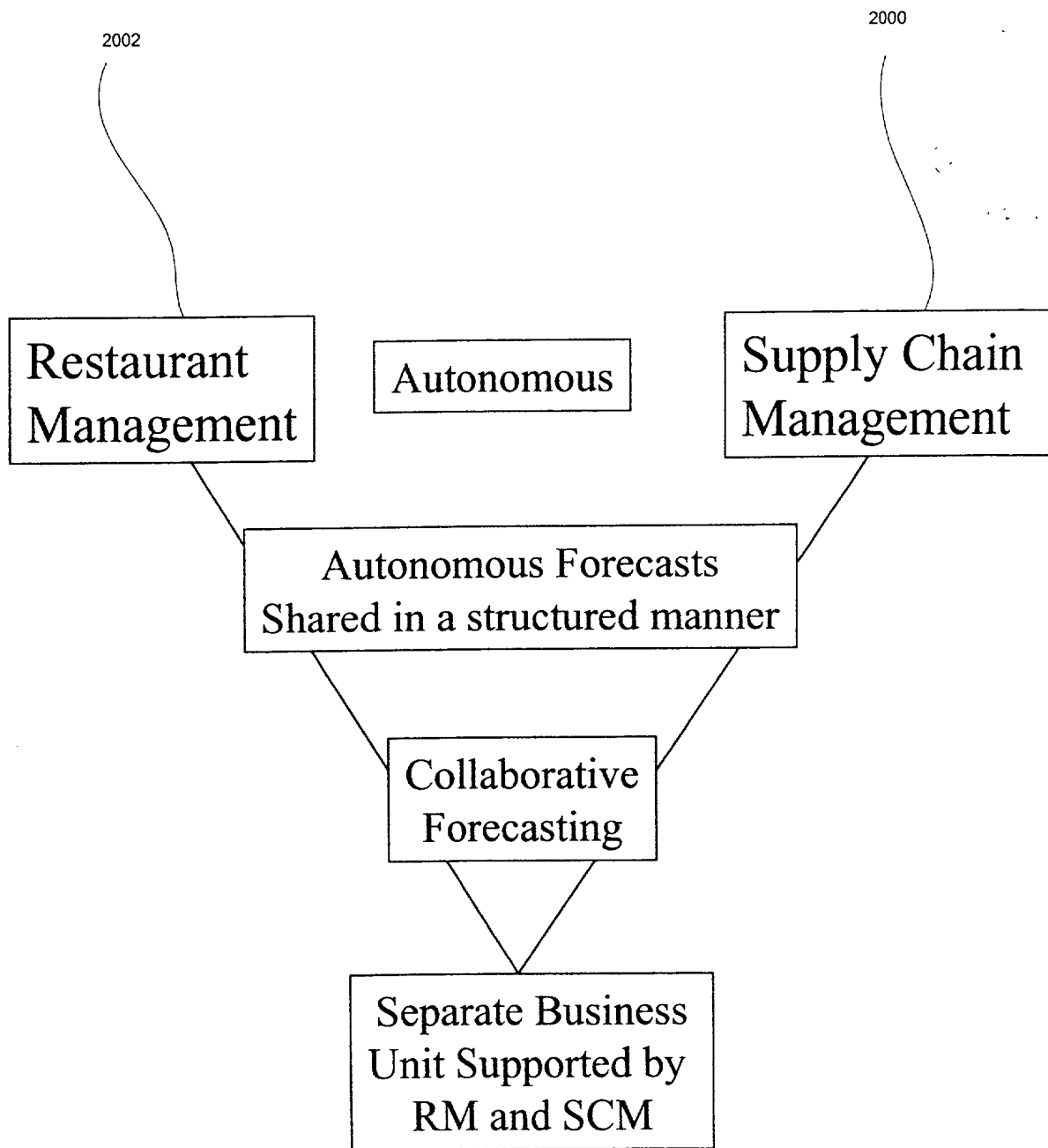


Fig. 20

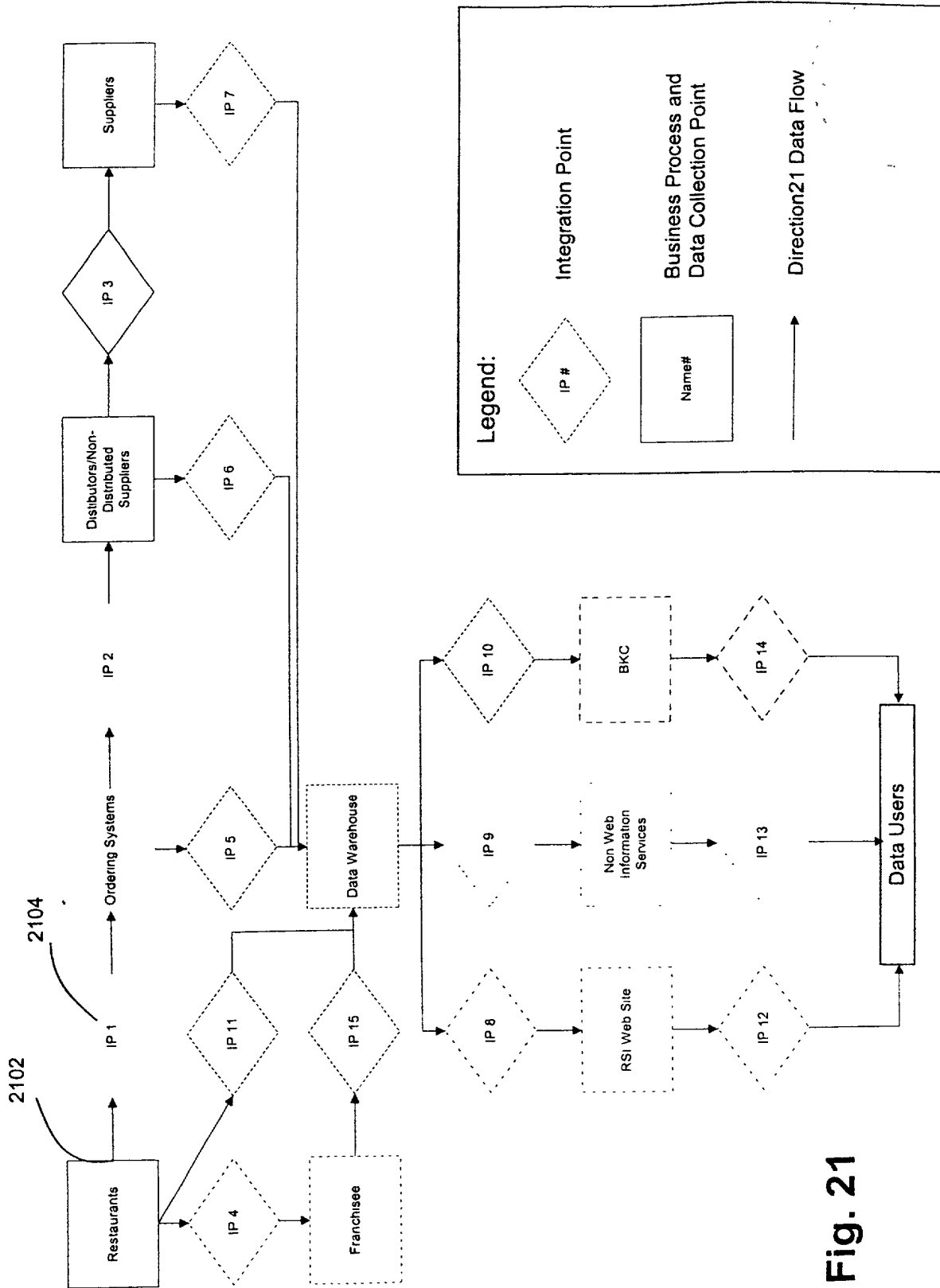
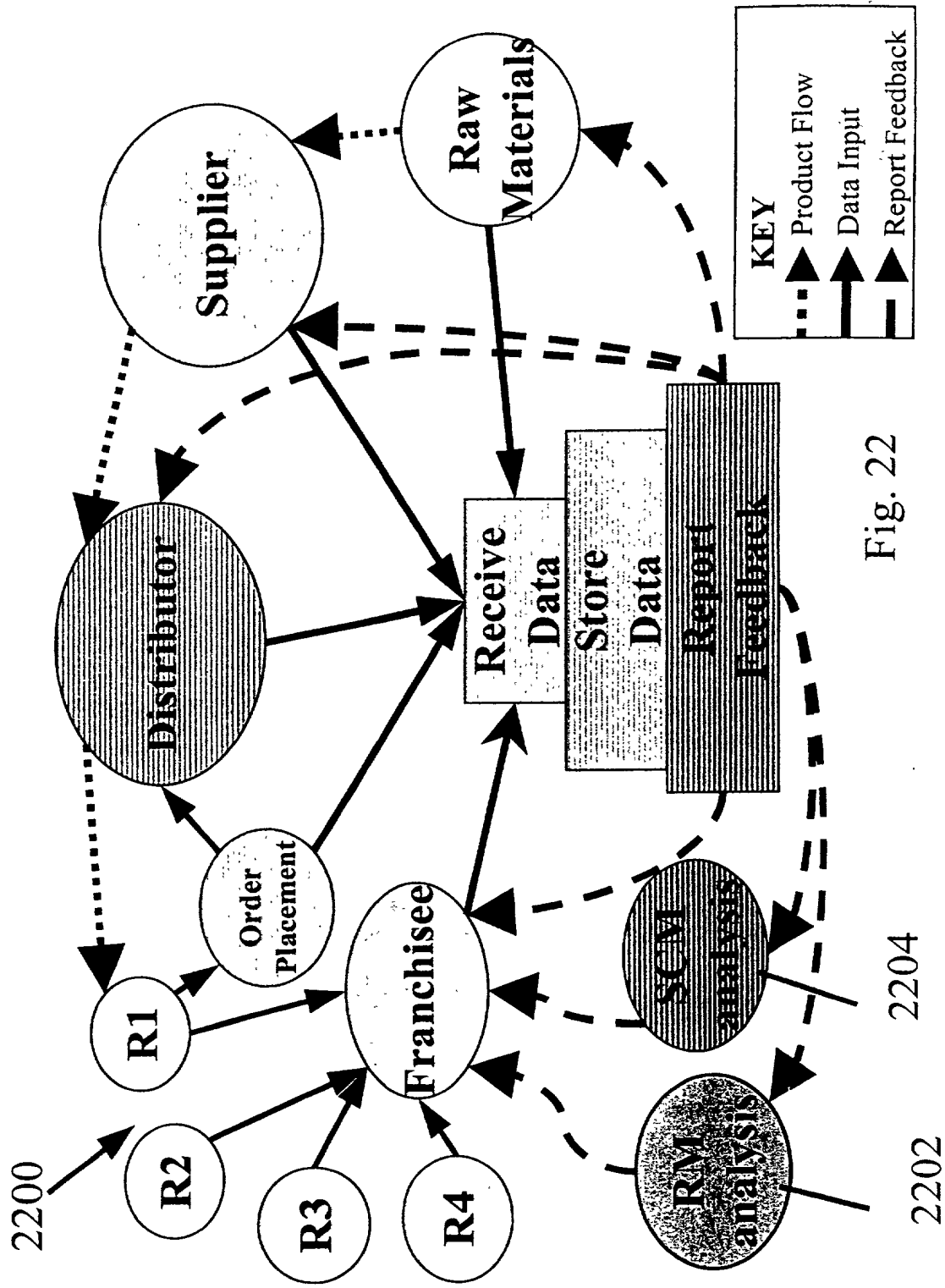


Fig. 21



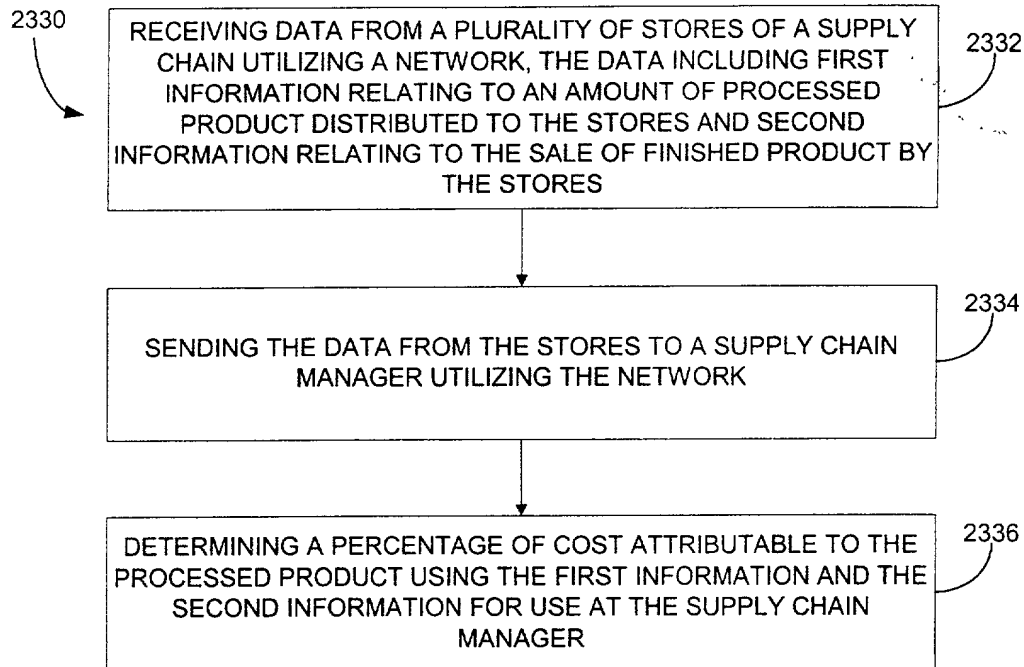


FIG. 23

FIG. 24

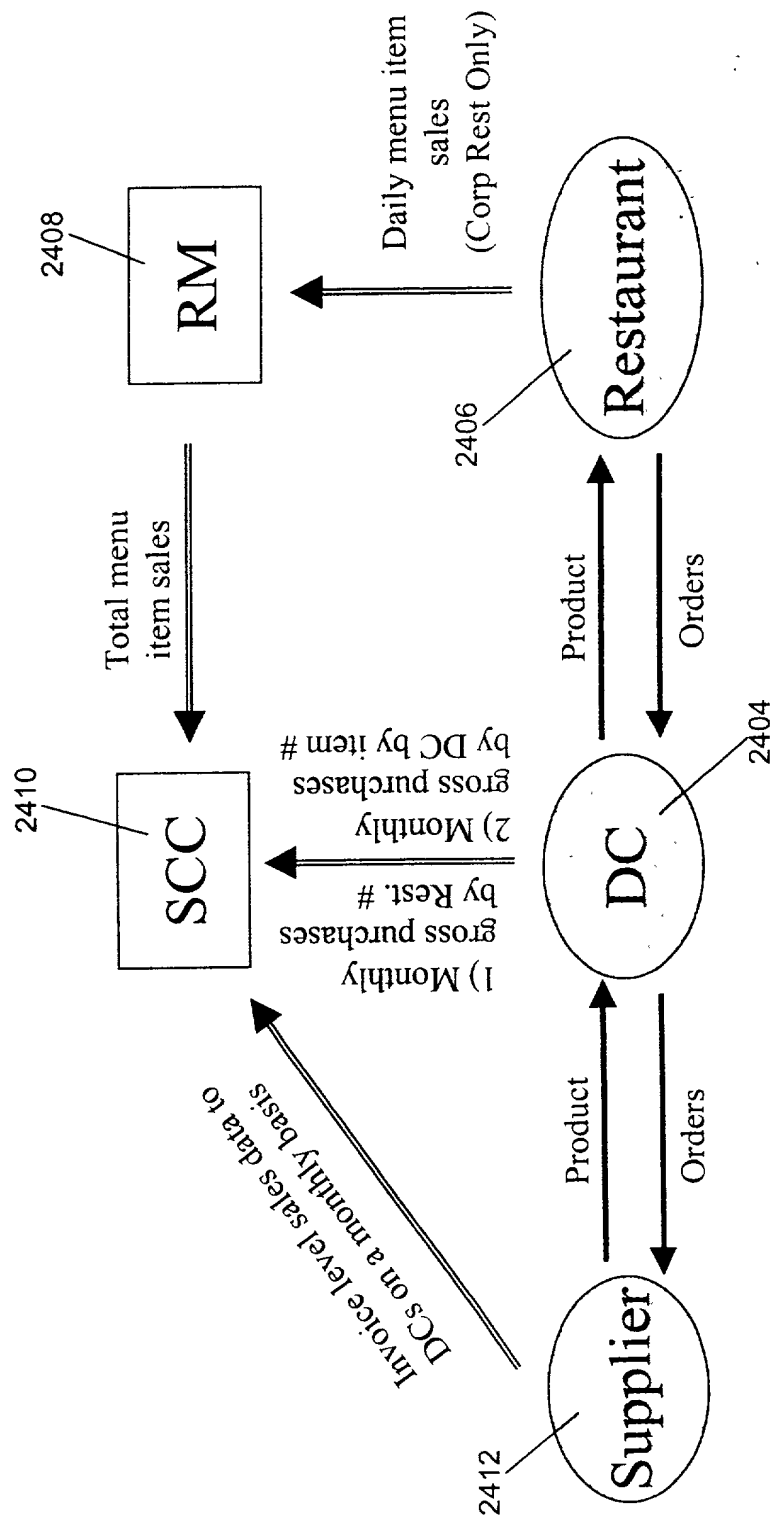


FIG. 25

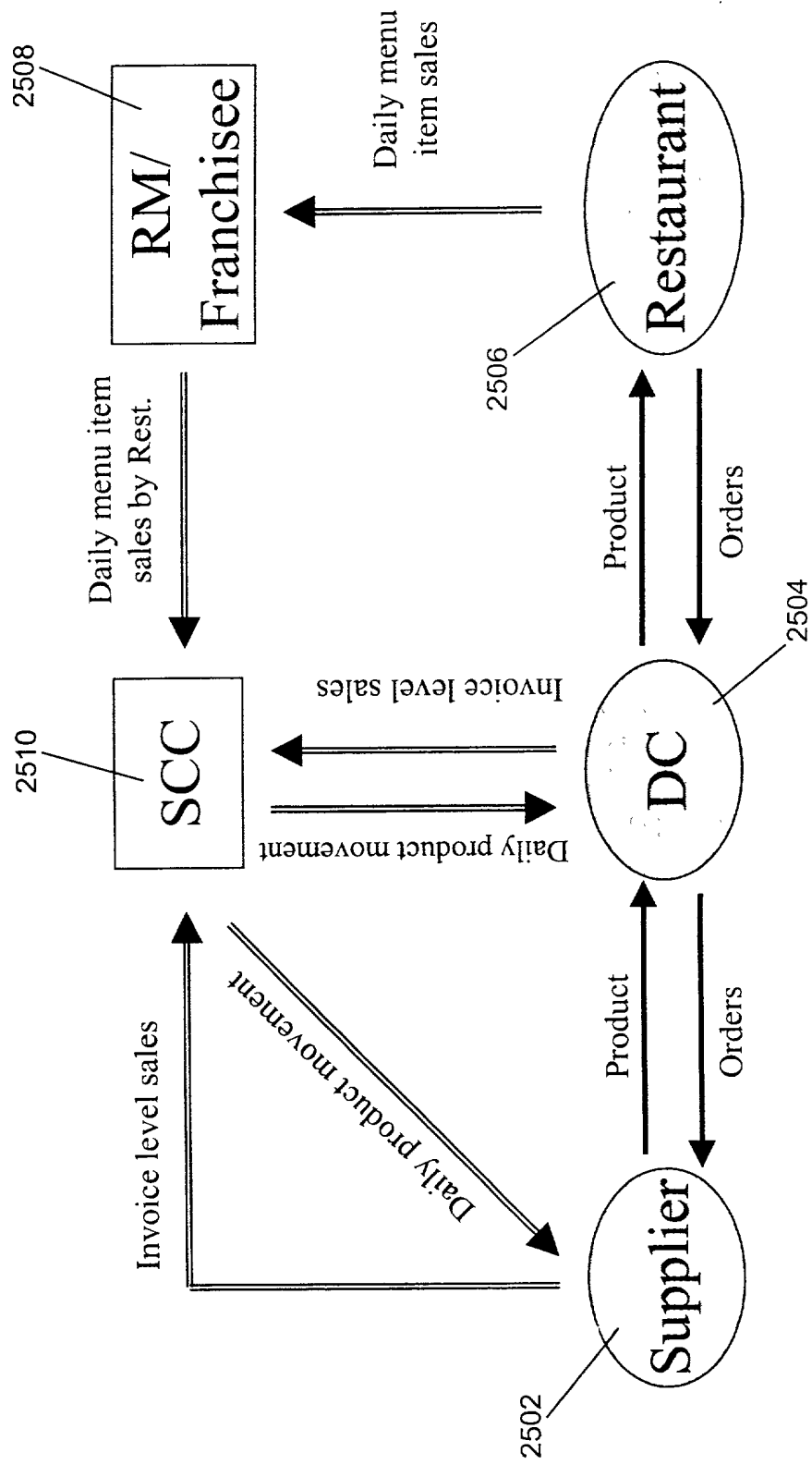


FIG. 26

2602

2604

Sales Forecast Worksheet - System																
Week	History								Forecast							
	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5	W+6	Q3	Q4
GRP's																
Ntn'l Marketing Theme																
Advertising Score																
Local Considerations																
Competition Index																
Weather Index																
Seasonality Index																
Sales History/Forecast Total (\$/store)																
Key Products by Menu Item (units/day/store)																
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164
YWVM WHOPPERS	805	723	701	692	623	760	921	829	900	943	829	912	958	948	707	813
etc.....																
Key Products by Inventory Item (cases/day/store)																
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5
Pickles - Pail	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.8	1.9	1.9	1.4	1.6
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.3
Ketchup- Bulk	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.1	2.0	1.5	1.7
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
etc.....																

2600

2602

2604

FIG. 27

2700

Promotional Monitor - System & Regional

		History				Week #1							
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu Item Sales for Key Products(units/restaurant/week)													
Category	Segment												
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46	286
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26	165
	YWWM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309
Variance from Expected (Highlighted Areas are Outside of Expected Range)													
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	6.6%
	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%

2702

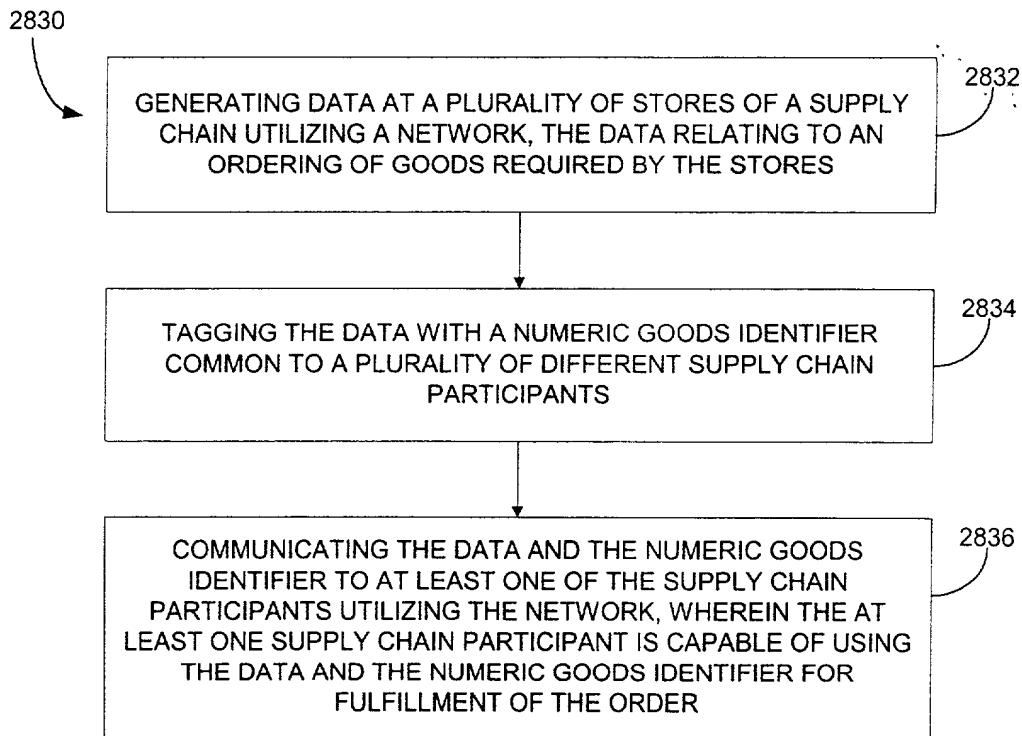


FIG. 28

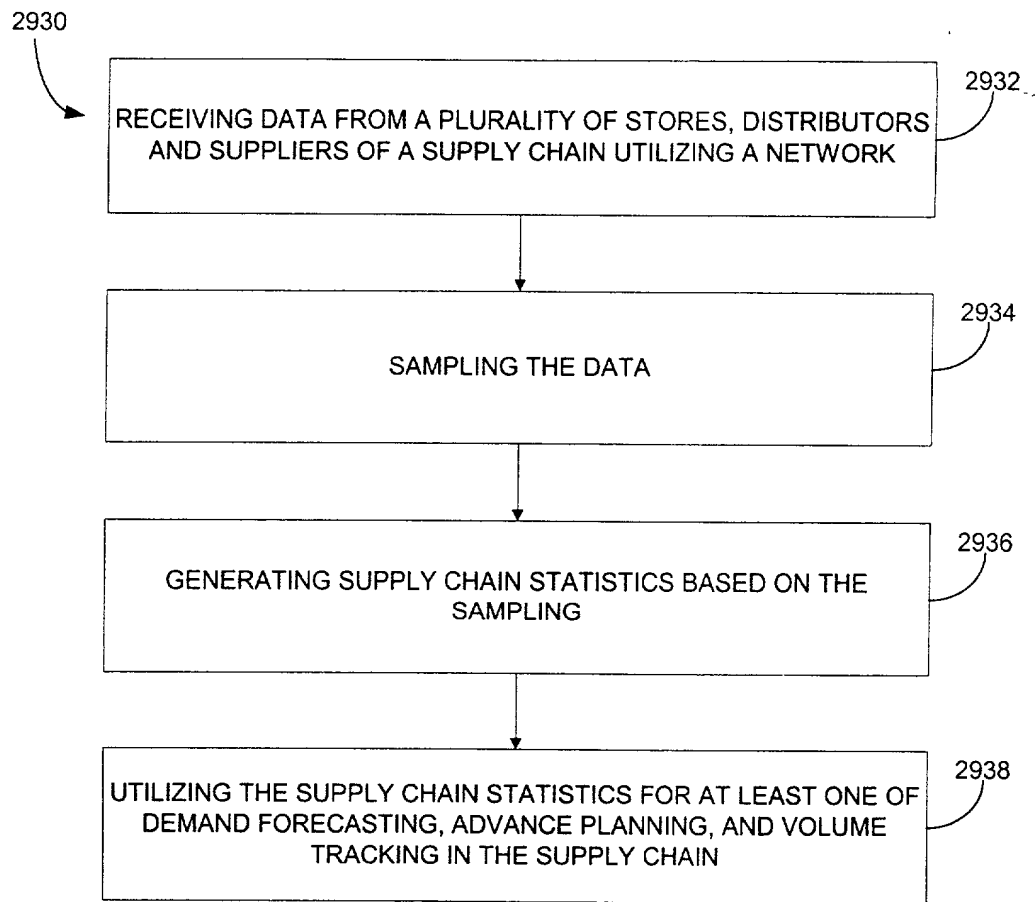


FIG. 29

DATE: 06/01/00 TIME: 09:00 AM BY: J. L. H. TO: J. L. H. FROM: J. L. H. SUBJECT: J. L. H.

3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

Delivery Order Fill Rate

Total Cases Ordered: 65712

3002

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

3100

Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

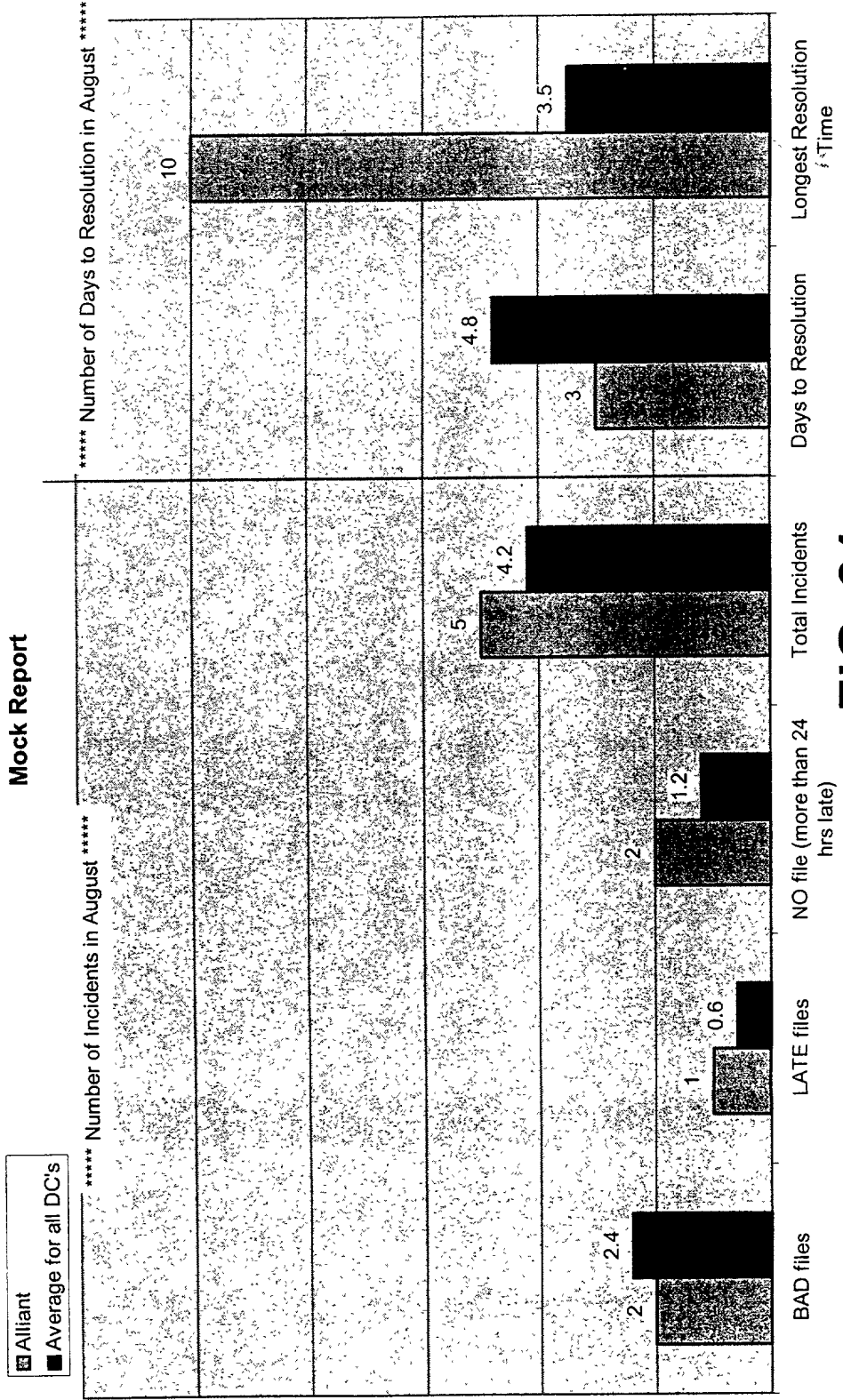


FIG. 31



Service Level Reporting August

3200

	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%		
Alliant-Topeka			
Alliant Wixom	99.05%		
King-Atlanta	99.34%		78.70%
King-Jacksonville			
King-Louisville			
Maines 29 Conklin	99.41%		79.25%
Maines 30 Cleveland			
Maines Long Island	99.41%		
Maines New England			
MBM Fullerton	99.13%		79.83%
MBM Lewisville			#DIV/0!
MBM Orlando			#DIV/0!
MBM Rocky Mount	99.13%		#DIV/0!
McCabe's			
McLane Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.			
PFD Supply	99.16%		
PFG Victoria	99.42%	#DIV/0!	
PYA/Monarch	99.20%		
Reinhart-Cedar Rapids	99.05%		
Reinhart-Oak Creek	99.31%		
Reinhart-Rogers			
Restaurants NW	99.03%	99.07%	80.47%
Shamrock Commerce City		99.69%	85.1%
Shamrock Phoenix	98.81%		
Sygma Harrisburg			
Sygma Stockton			
Sysco			

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK
Didn't meet RSI Min
Didn't meet BK Min

FIG. 32

FIG. 33

3300

XYZ Company

Aug-00

3300

Vendor:

Time Period:

Delivery Statistics:

DC Requested Lead-Time
DC Adherence to Lead-Time
Days Delivery Late
On-Time Delivery Percentage
Hours Delivery Late

4
95%
1.7
95%
0.93

Inventory Management:

Average Days On Hand
SKU #1
SKU #2
Max Days On Hand
SKU #1
SKU #2

19
22
40
32

Invoice, Payment and Pricing:

Days for Payment
Monthly FOB Variance
Monthly Freight Variance
Monthly Total Variance

12
\$ 30,152
\$ 3,594
\$ 33,746

Monthly Carrying Cost
SKU #1
SKU #2
Average as % FOB

\$ 42,513
\$ 12,589
1.25%

Invoice Accuracy:

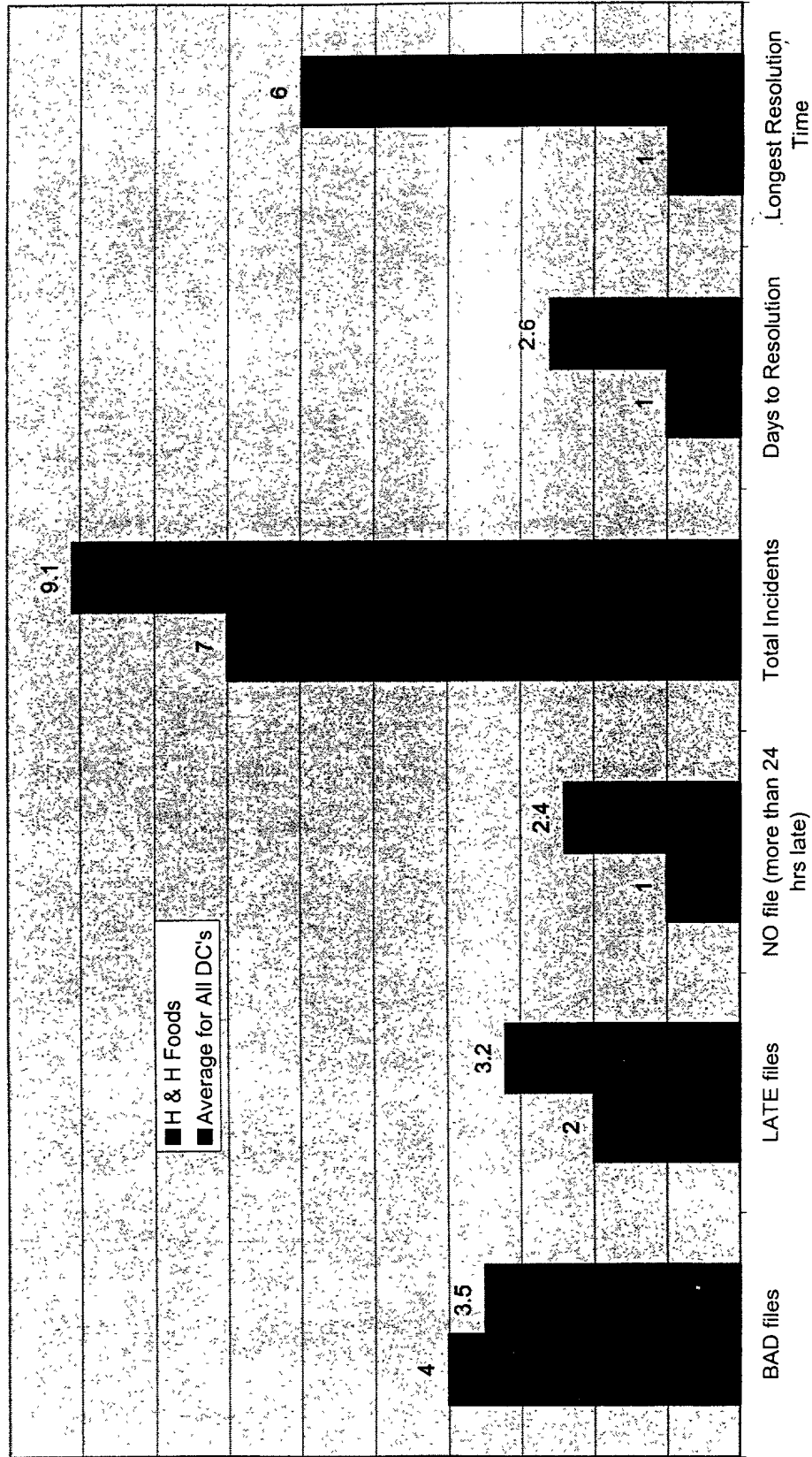
Invoice Fill Rate
PO Accepted Rate
Perfect Order Percentage

97.25%
99.00%
92.34%

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400 →





3500

FIG. 35

Service Level Reporting November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES			2.36%
COMARK INSTRUMENTS, INC.			
WHITEFORD FOODS, INC.			
LEPAGE BAKERY / COUNTRY KITCHEN			
NCR-SYSTEMEDIA			
SIGNATURE MEATS GROUP			
SCHWEBEL'S BAKING CO.			
MAUI CUP			
MIRA PLASTICS			
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.			
FORT JAMES OPERATING COMPANY			
FRESH ADVANTAGE, KC			
SILVER KING - MN - CORP			
TYSON FOODS			
READY ACCESS			
GEORGIA PACIFIC-TISSUE			
CLOUGHERTY PACKING			
BEVERAGE - AIR			
COMPONENT HARDWARE GROUP, INC.			
COCA - COLA USA			
TOASTMASTER			
GRANT COUNTY FOODS			
FRESH EXPRESS			
TAYLOR FARMS			
MODULAR DISPENSING SYSTEM			
CENTURY PRODUCTS, LLC			
ROSE PACKING COMPANY			

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min

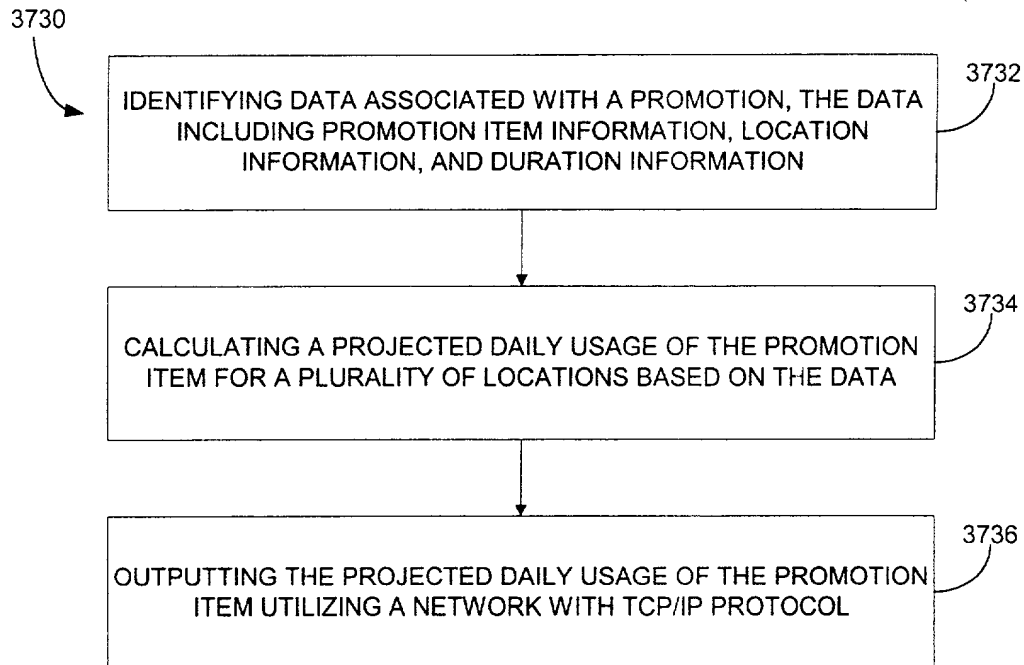


FIG. 37

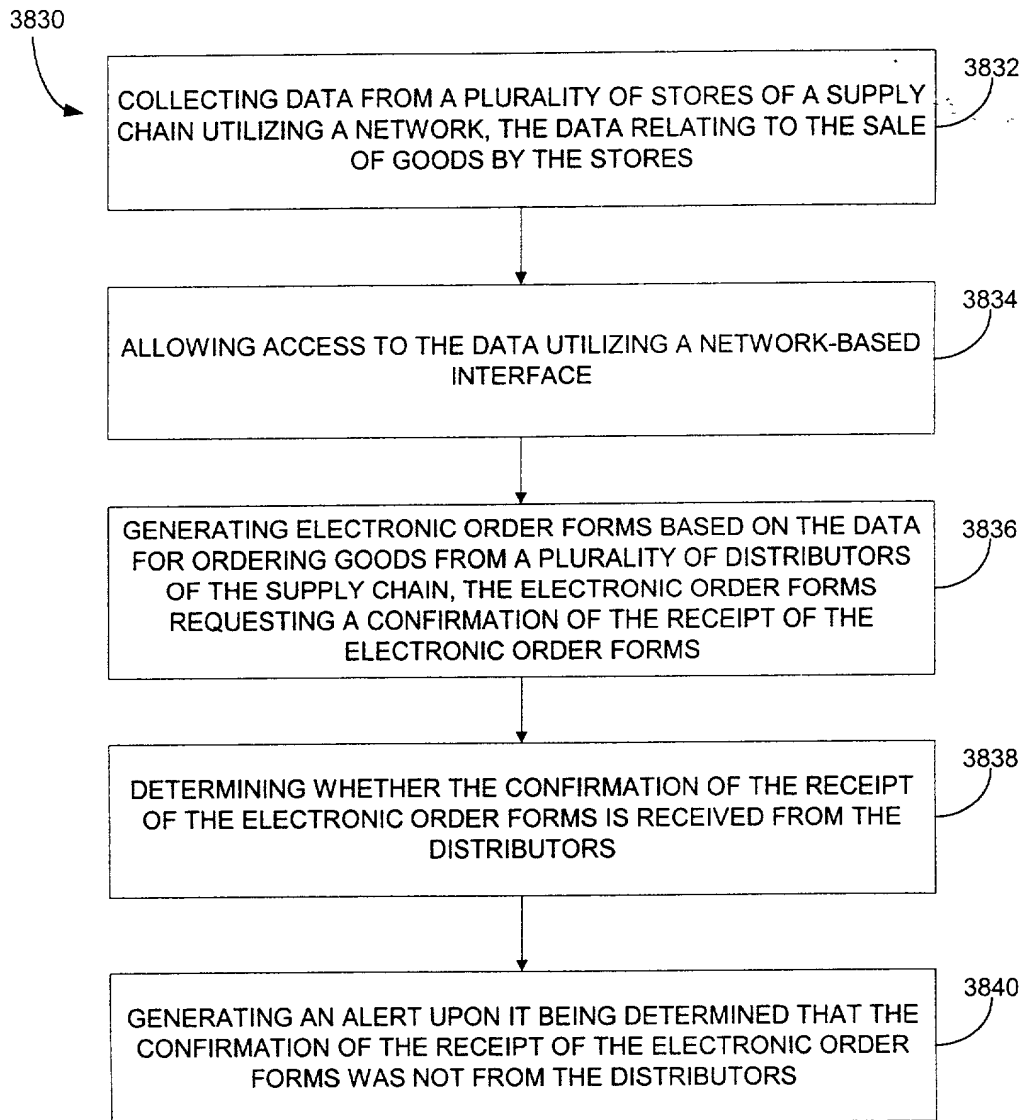


FIG. 38

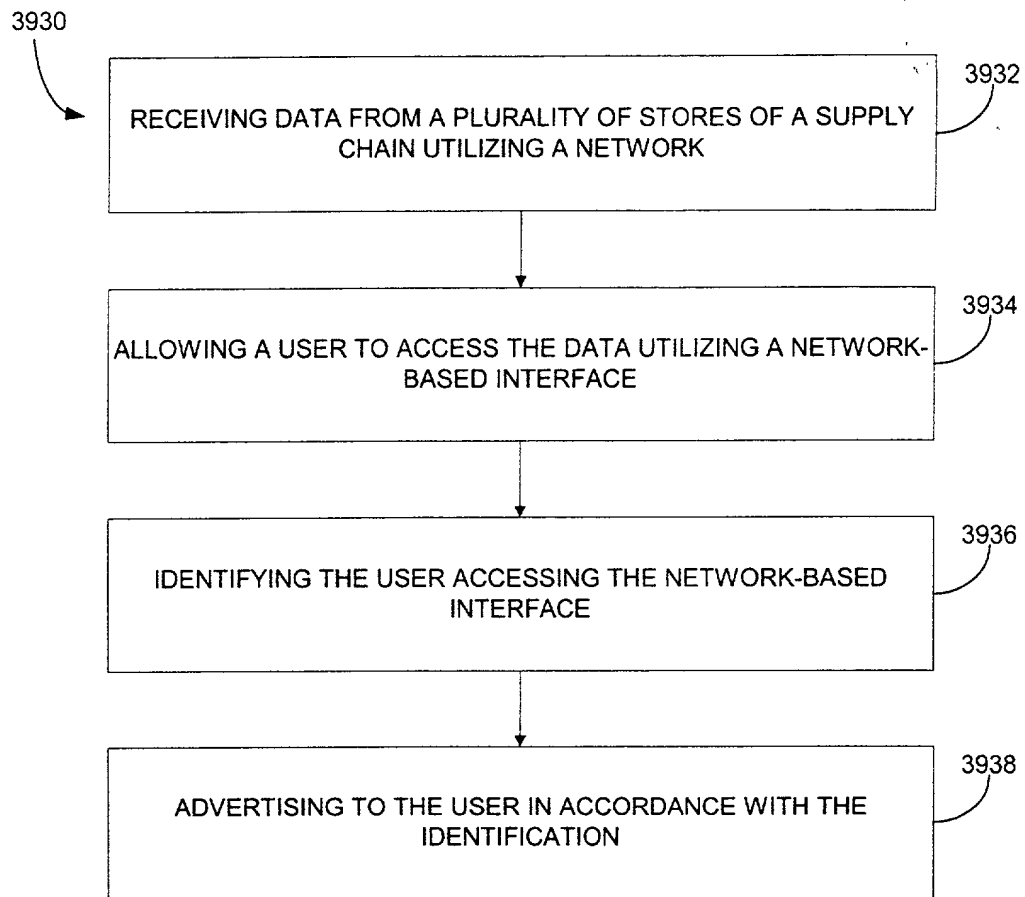


FIG. 39

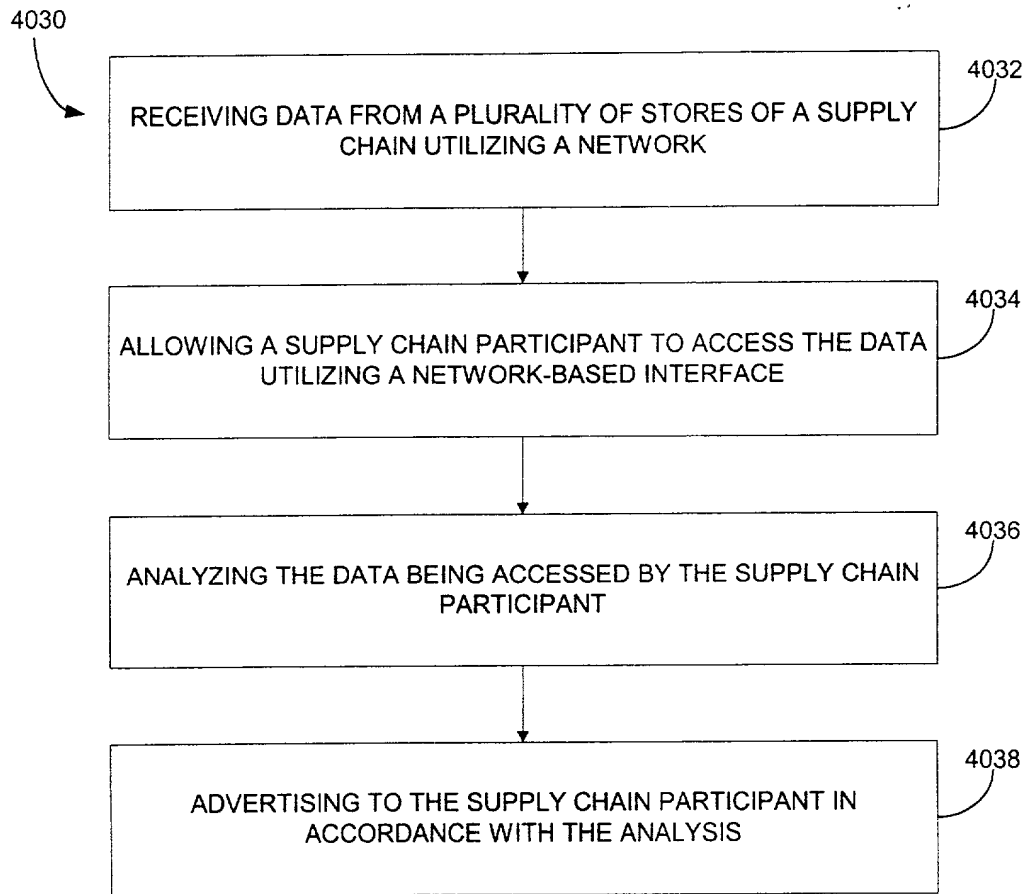


FIG. 40

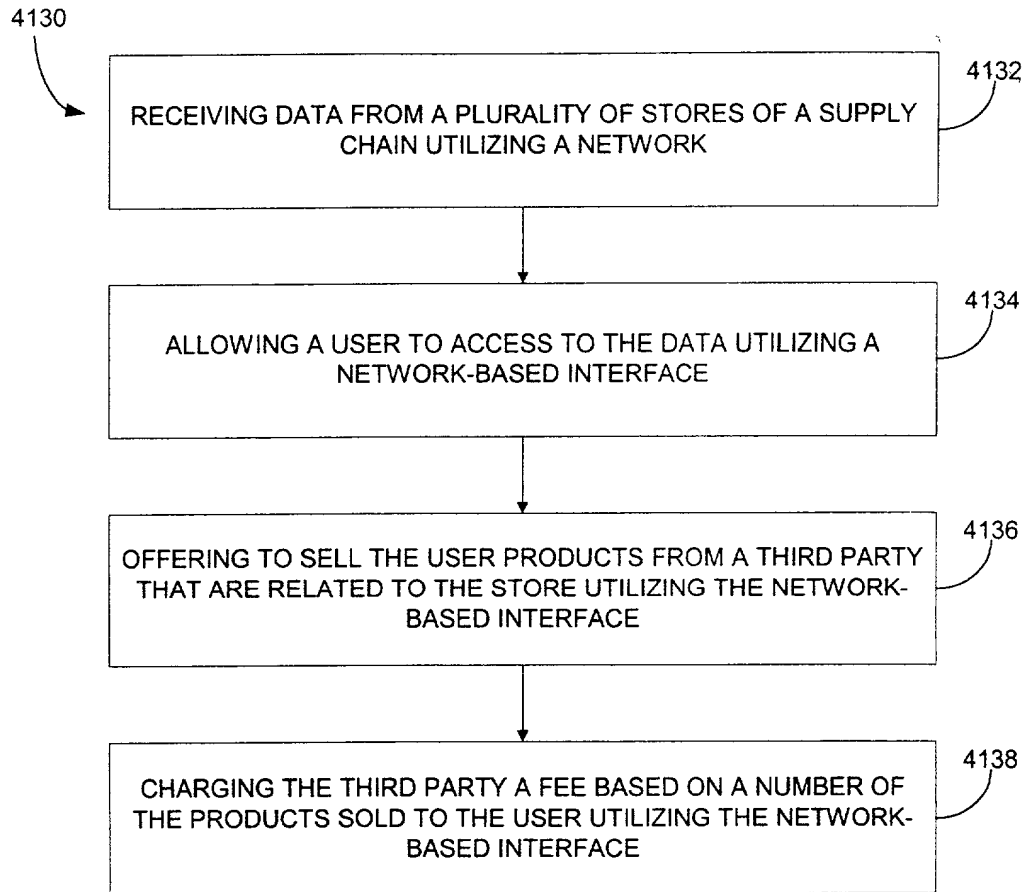


FIG. 41

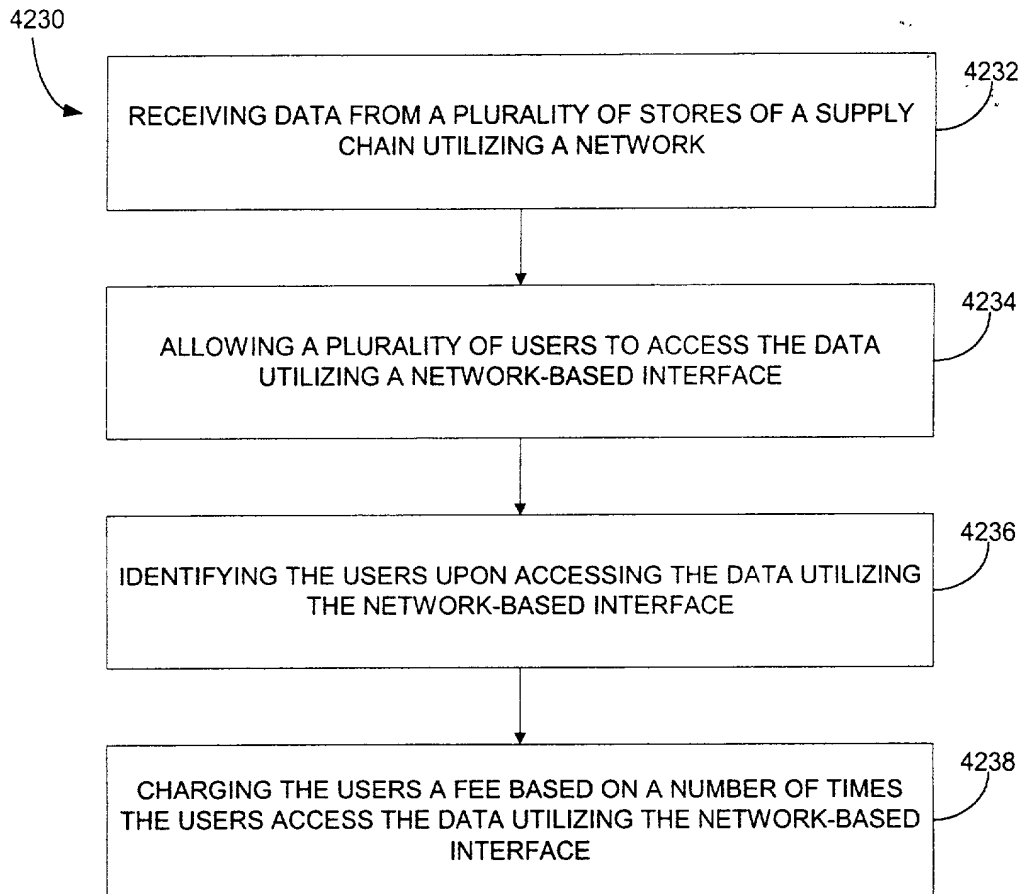


FIG. 42

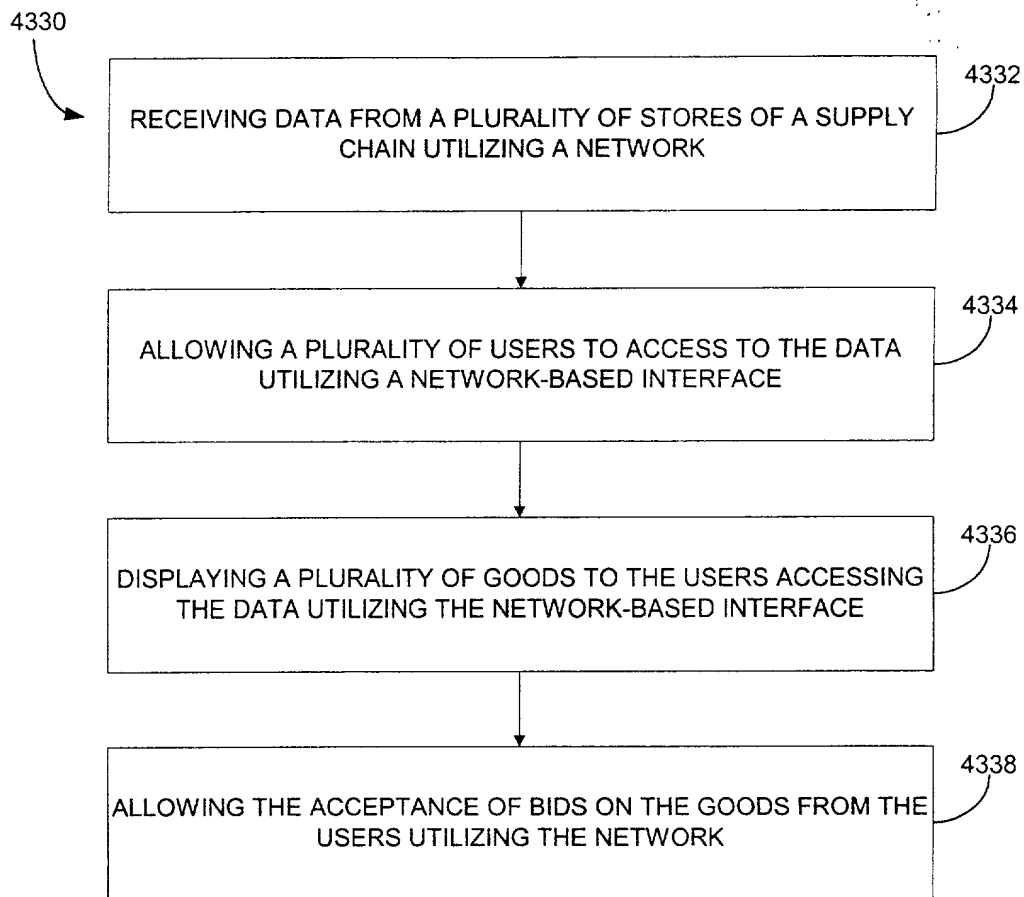


FIG. 43A

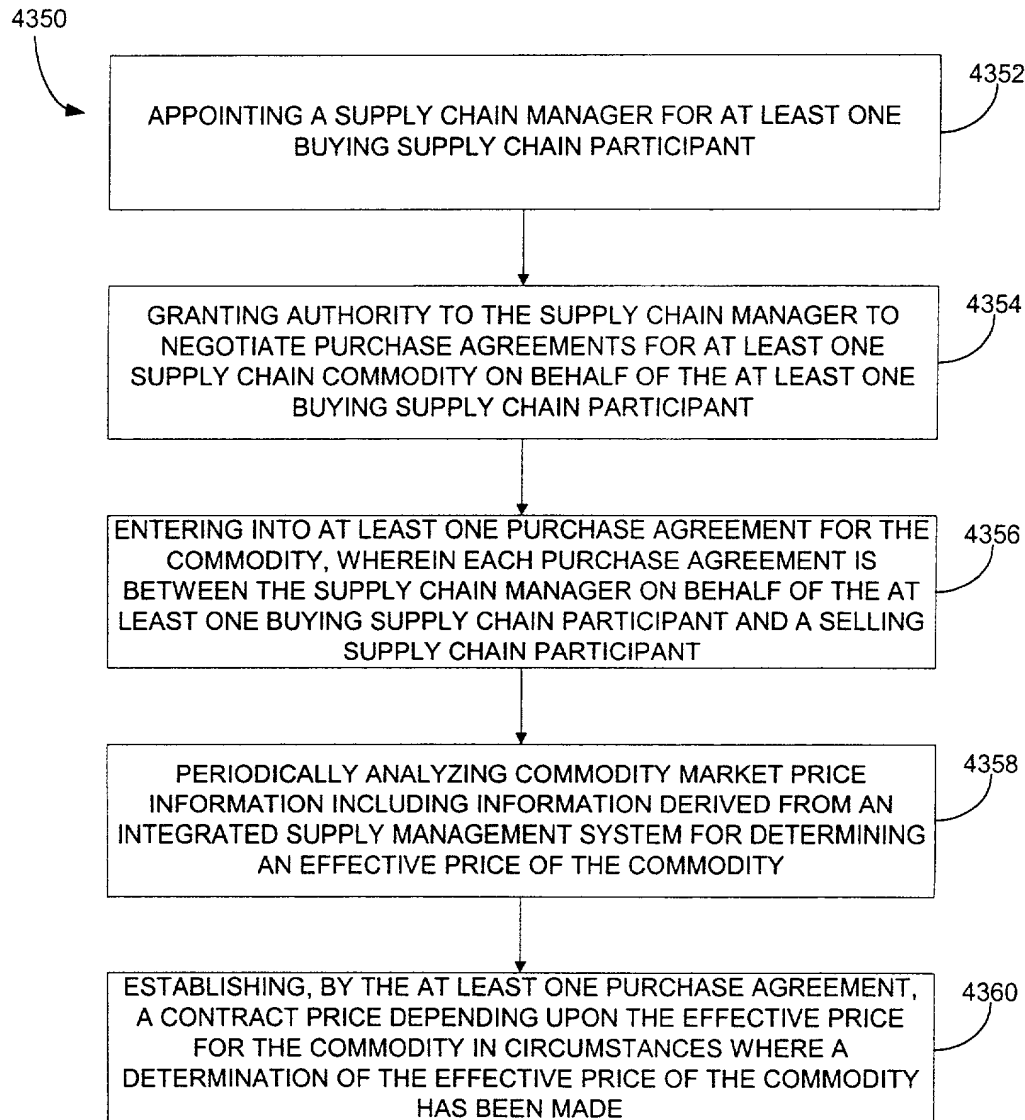


FIG. 43B

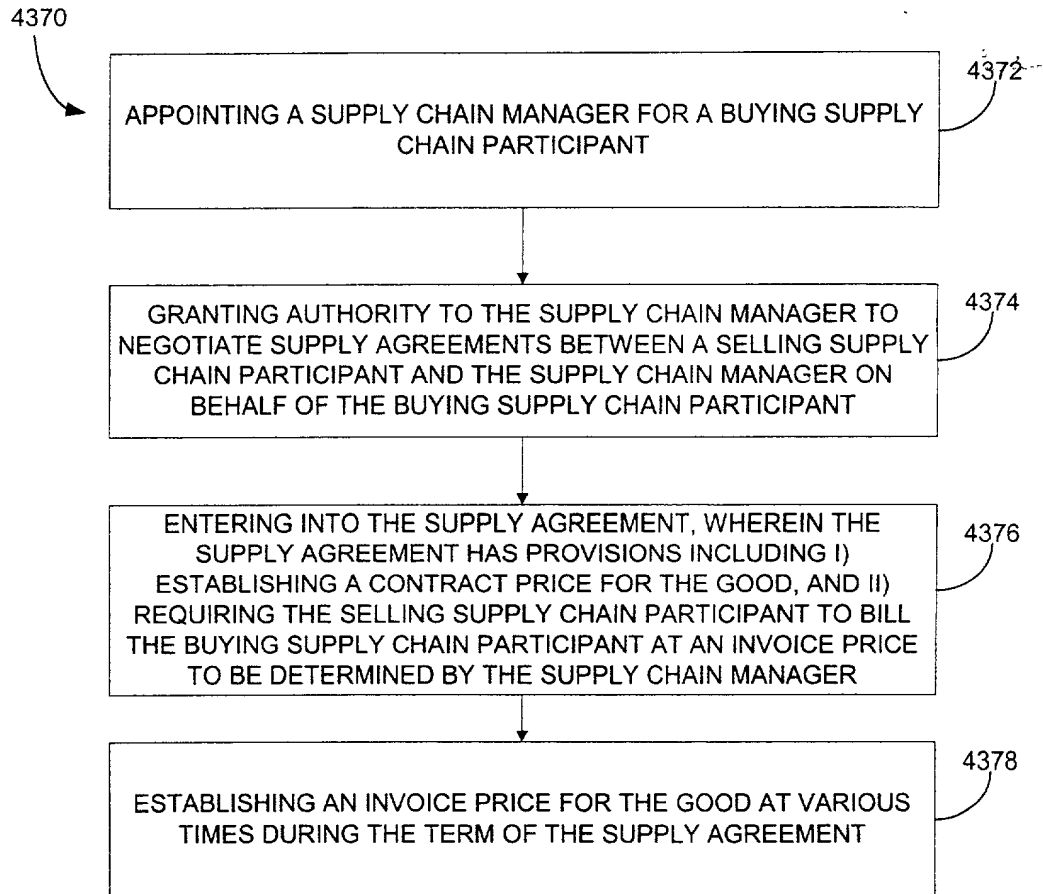


FIG. 43C

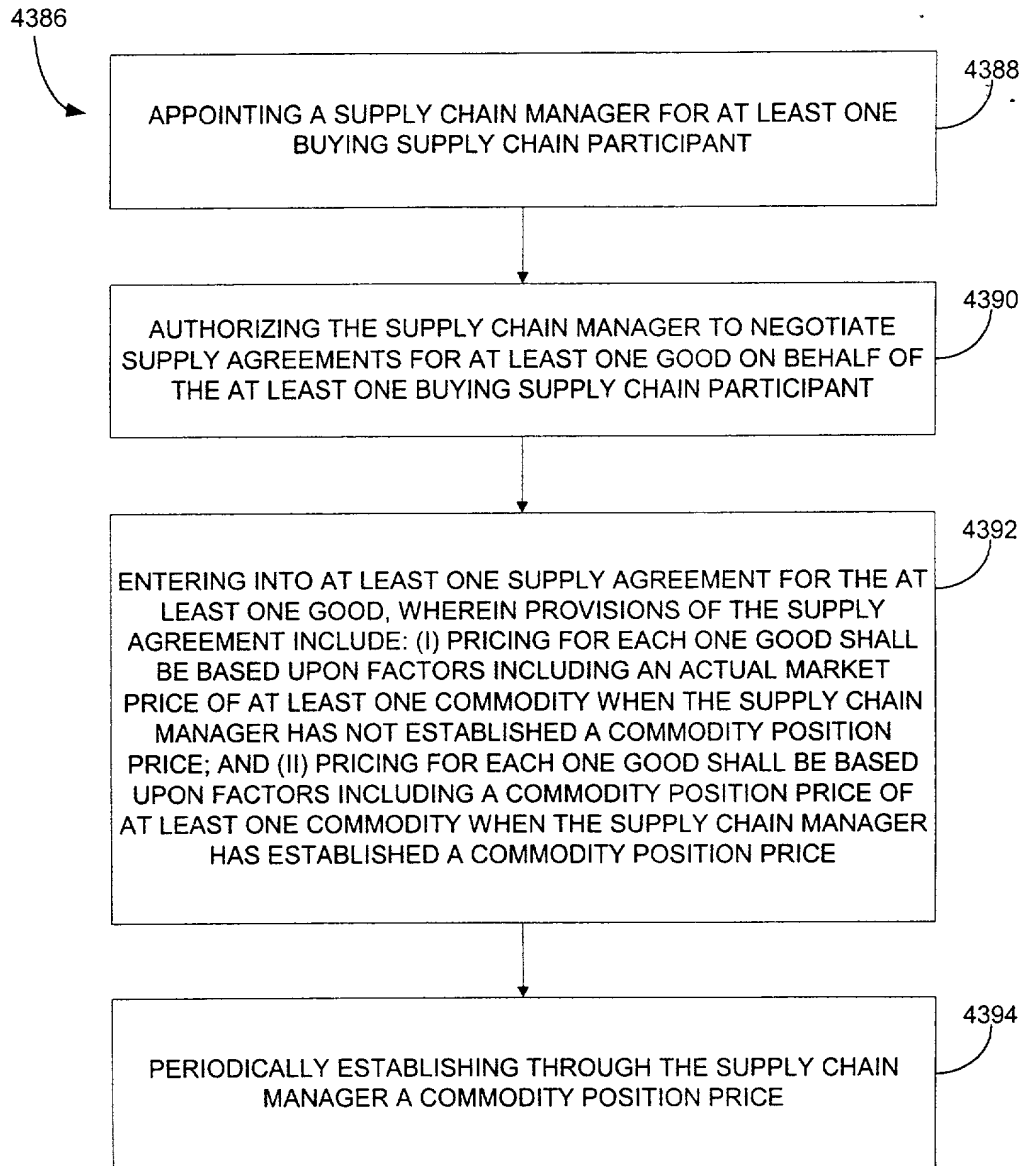


FIG. 43D

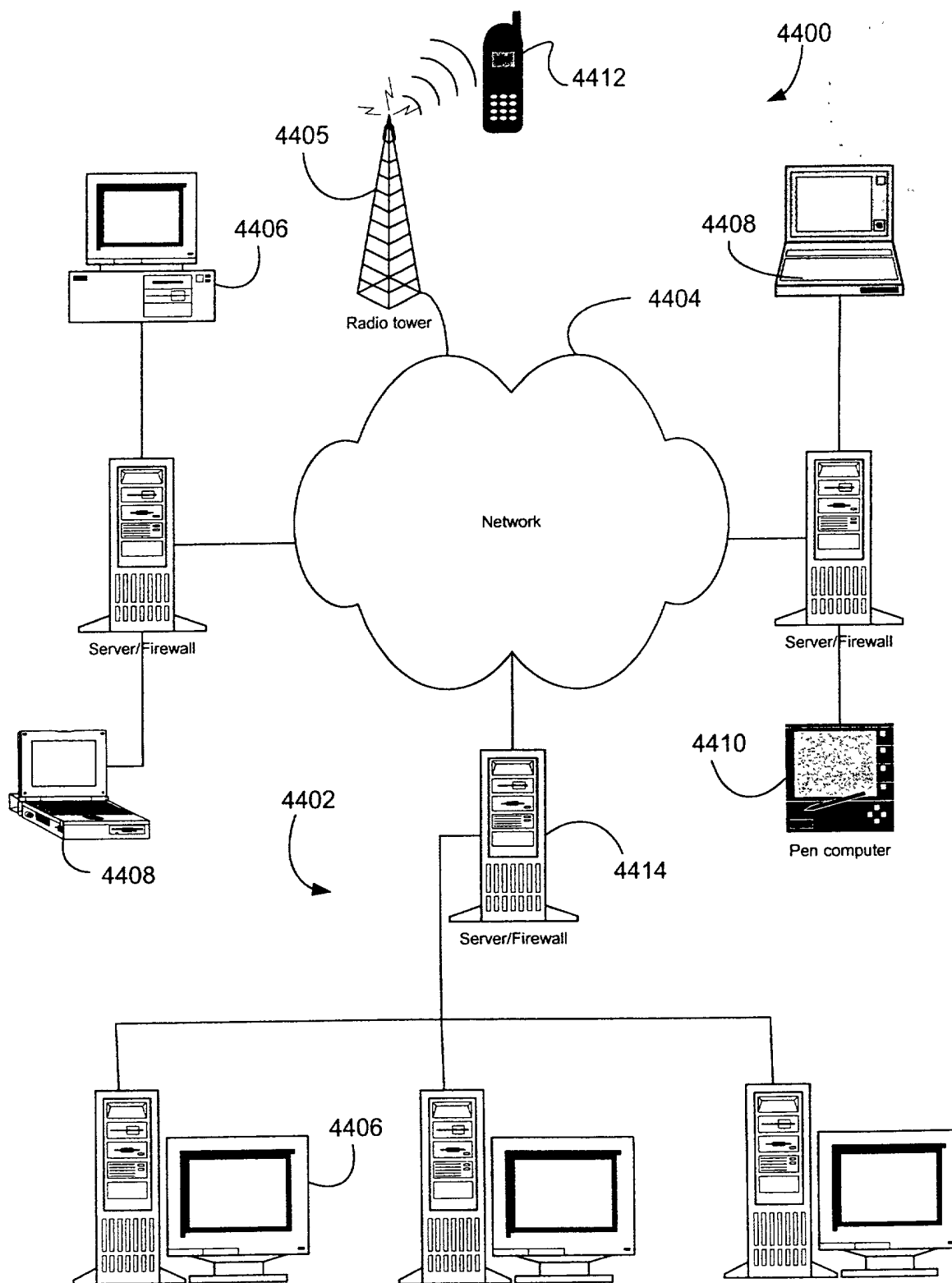


FIG. 44

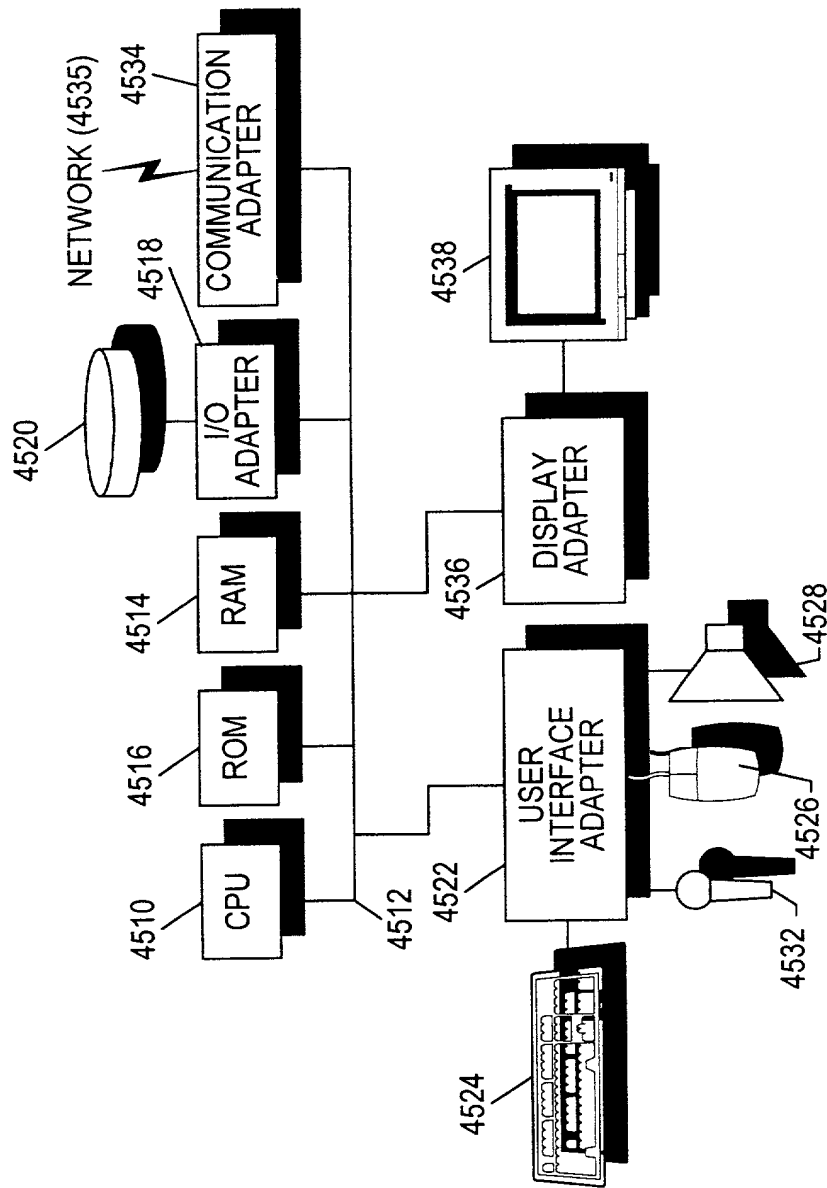


FIG. 45

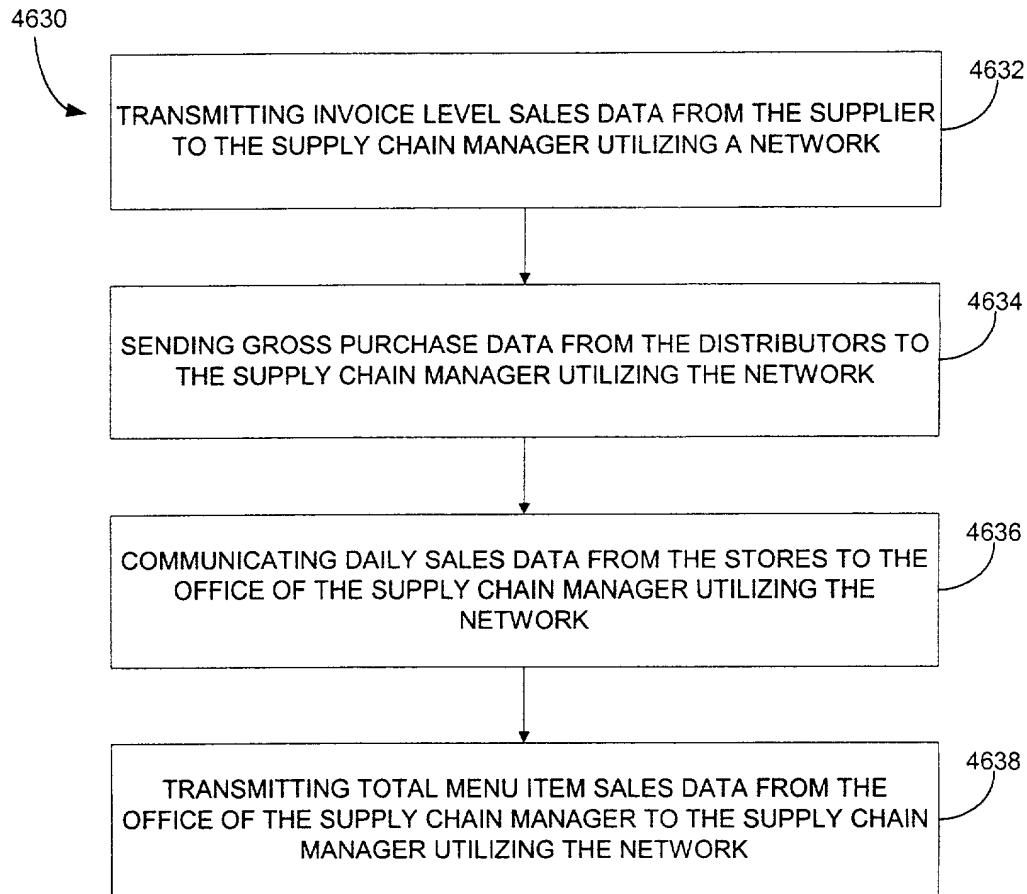


FIG. 46

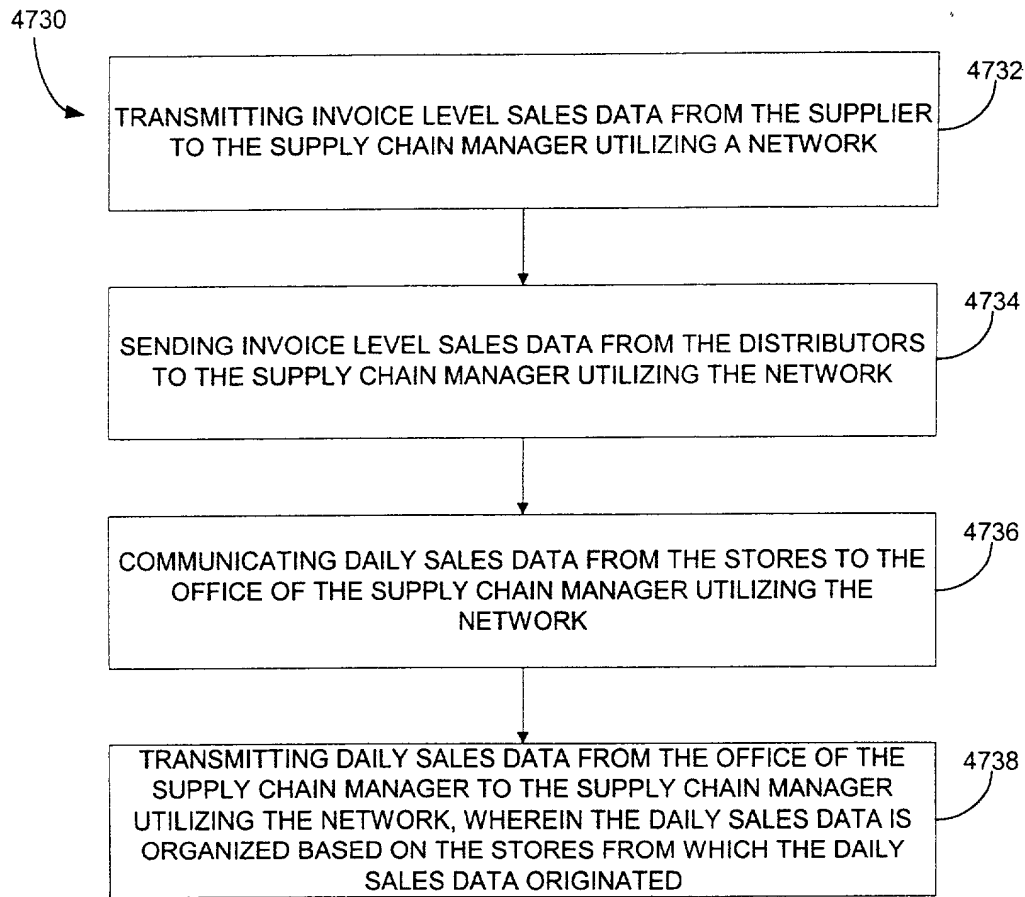


FIG. 47

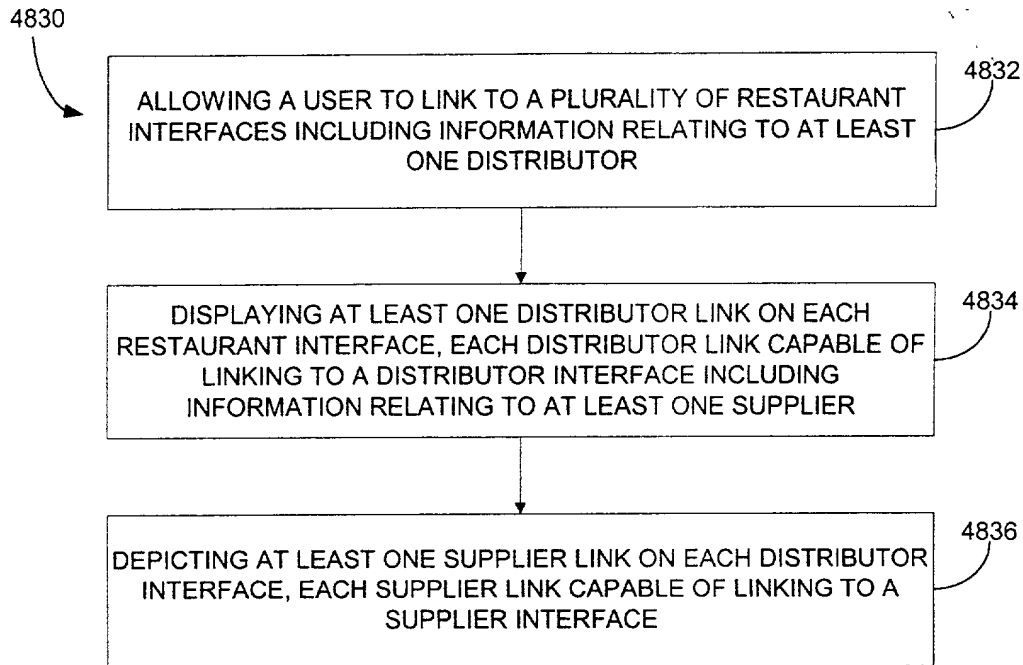


FIG. 48


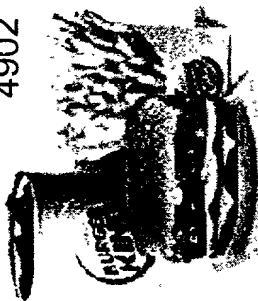
	<p>Restaurant Services, Inc.</p> <p>BURGER KING® System Independent Purchasing & Distribution Service Co-op</p>	<p>Click For Help</p>
<p>4902</p> 	<p>About RSI</p> <p>4904</p> <p>Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.</p> <p>RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.</p> <p>RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchisee Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.</p> <p>RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency</p>	<p>4900</p>
<p>Contact Information</p> <p>Map/Directions</p> <p>General Information</p> <p>Legal Information</p> <p>More About RSI</p> <p>Help</p> <p>BK-C Link NFA link</p>	<p>User Name _____ Password _____</p> <p>Franchisee [XXXXXXXXXX]</p> <p>Enter Site</p>	<p>Internet</p>

FIG. 49

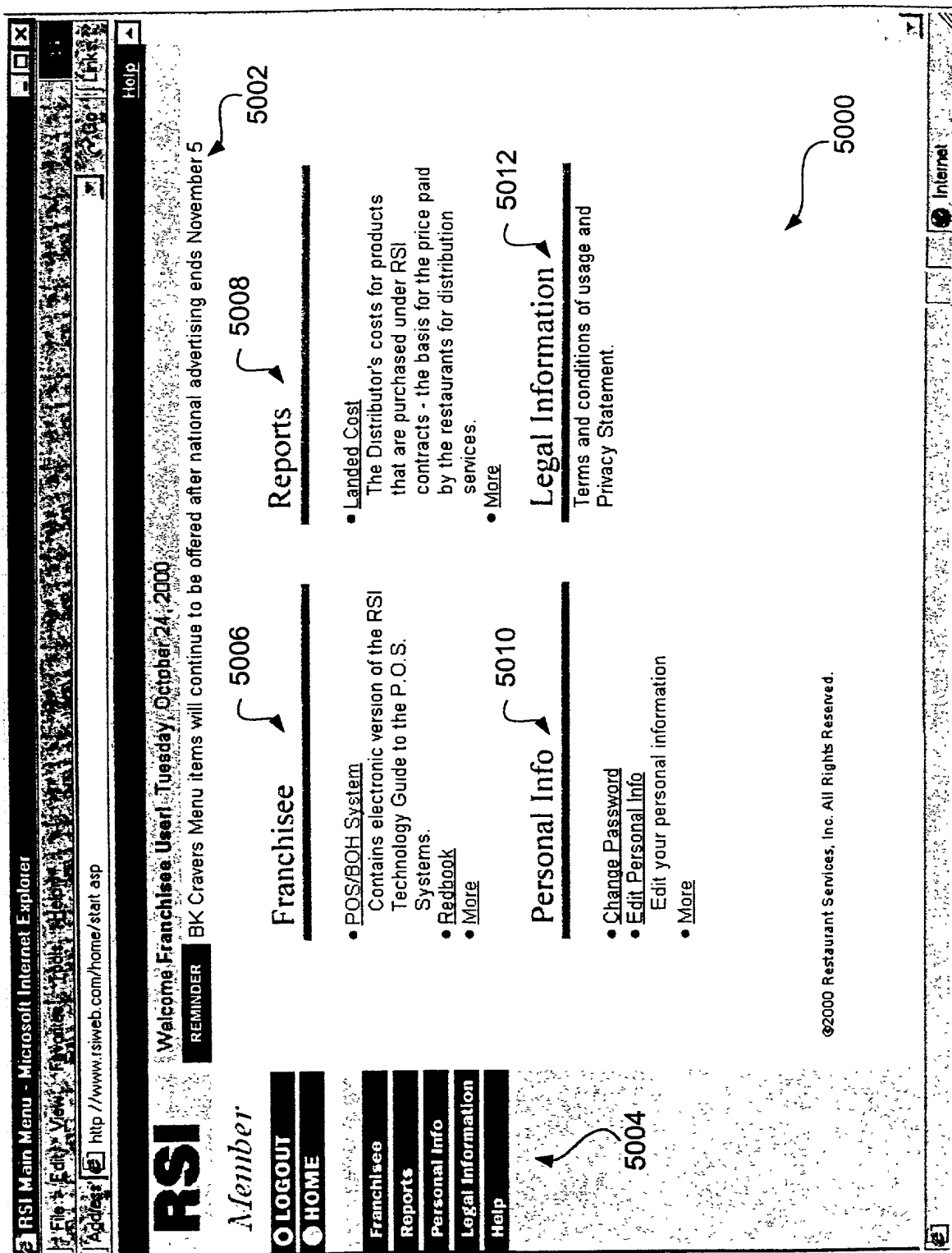


FIG. 50

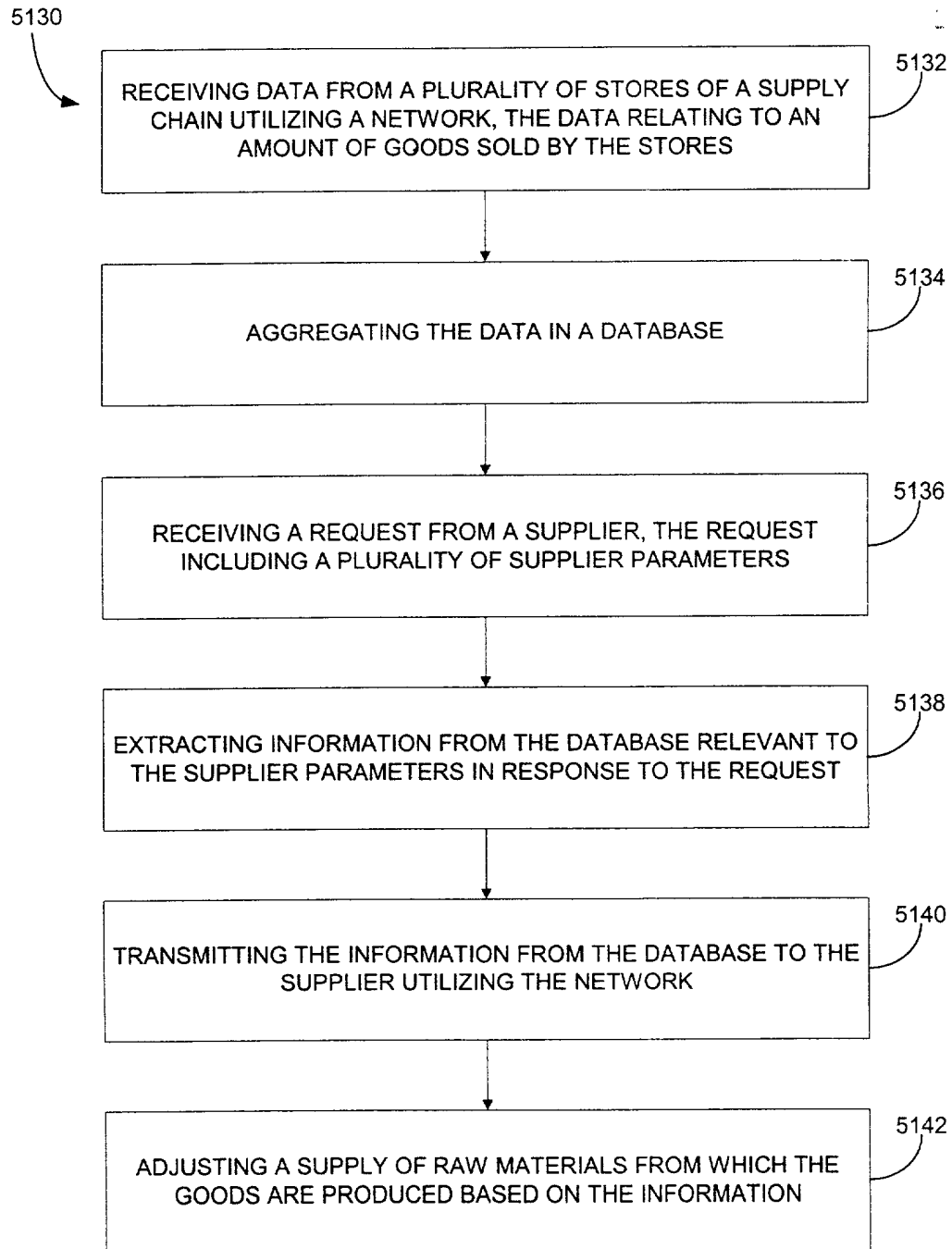


FIG. 51

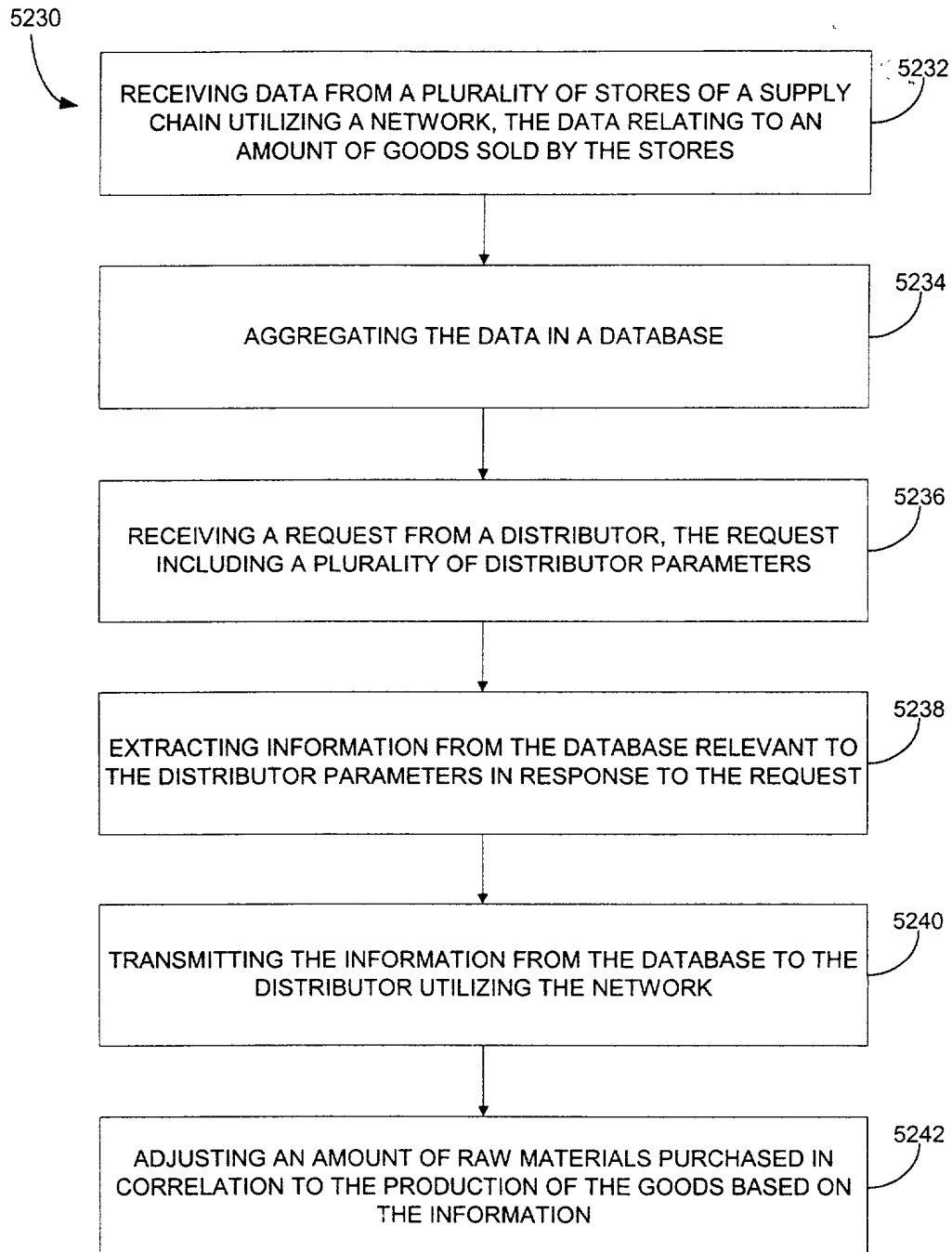


FIG. 52

DC Item No	Item Description	% Chg 14 Day Avg	14 Day Rolling Total Cases														Week Ending Total			
			10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/2	9/25	9/18
18988	SAUCE: BBQ BULK BULLSEYE	0.00%	13	21	19	20	18	14	14	13	14	19	21	15	13	13	105	90	80	72
20788	MUSTARD: BULK BK	0.00%															110	104	104	100
24340	MAYONNAISE: BULK BK	0.00%	134	107	107	211	173	155	154	153	150	200	205	175	155	151	1184	1148	1142	1109
24666	STRAW WRAPPED 7.75" BK	0.00%															189	178	188	178
25318	FORK: WRAPPED BULK BK	0.00%	10	11	12	12	10	9	9	9	11	12	11	10	9	9	70	71	55	58
25462	KNIFE: WRAPPED BULK BK	0.00%															18	15	8	9
27682	KETCHUP: BULK BAG IN BOX	0.00%	89	134	142	145	145	104	102	101	100	138	139	115	105	102	768	771	776	743
27680	KETCHUP: BULK BAG 10g BK	0.00%															1112	1070	1078	1044

FIG. 53

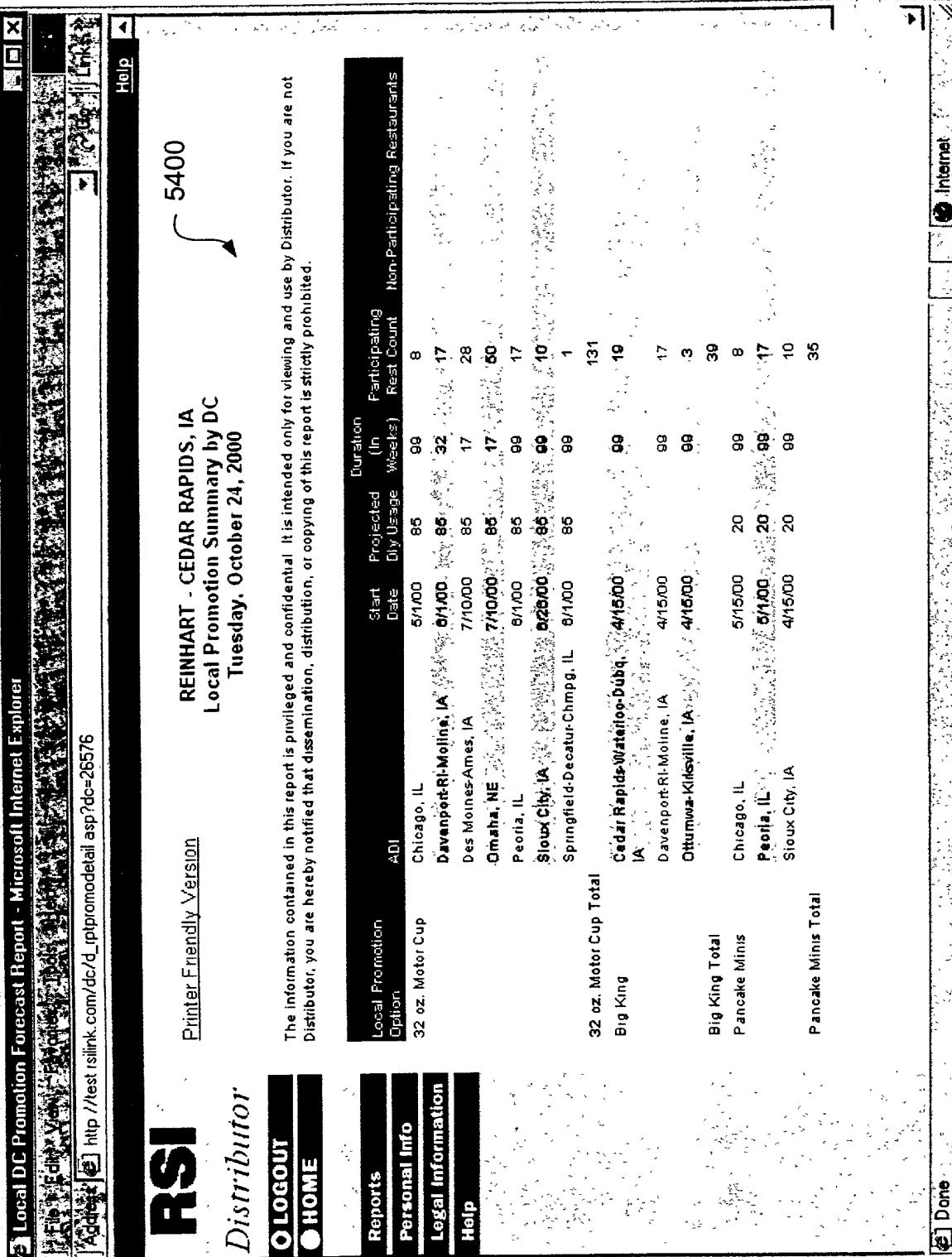


FIG. 54

www.sweb.com/supplier/s_rptposdaily.asp?report=true

POS Implied Daily Usage - Supplier - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.sweb.com/supplier/s_rptposdaily.asp?report=true

RSI

Supplier

LOGOUT

HOME

Reports

Personal Info

Legal Information

Help

POS Implied Daily Usage - Supplier

Supplier: TYSON FOODS Retrieve

Printer Friendly Version

Supplier: TYSON FOODS

5500

POS Implied Daily Usage - Supplier

Tuesday, October 24, 2000

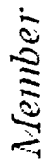
The information contained in this report is privileged and confidential. It is intended only for viewing and use by Supplier User. If you are not Supplier User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

FOB Point	DC No	Item Description	% Chg 14 Day Avg	14 Day Rolling (Total Cases)														Week Ending Total					
				10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/2	9/18	10/15	10/8	10/1
Total of DC Locations																							
6	PATTY	CHICKEN-PATTY	0.00%	90	137	144	111	100	98	96	100	134	137	126	100	100	790	774	786	781			
				7	BROILER	CHICKEN-BK	0.00%	35	51	60	48	45	43	40	53	60	48	45	41	330	327	354	344
8	TENDERS	CHICKEN-TENDERS	0.00%	222	335	337	285	240	220	226	240	340	316	265	228	223	1,815	1,808	1,418	1,203			
				CHICKEN-TENDERS																			

Done Internal

FIG. 55

▶ [2go.com](http://www.2go.com) | [Links4u](http://www.links4u.com)



5600

HOME

Date: 10/22/00

Retrieve

Reports

Legal Information

Restaurant Landed Cost Verification Report

Restaurant Number 0003473

Report Contact: Robert Harris

Contact Number: 305-529-3409

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DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4439	REGISTER TAPE-THERMAL 2.25" X 105'	\$21.27	\$1.57	\$22.84
12860	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18986	369	SAUCE-BULK-KRAFT BULL'S EYE	\$24.48	\$1.57	\$26.05
19432	4473	COFFEE-FOLDERS REGULAR	\$44.50	\$1.57	\$46.07
20788	87	MUSTARD-BULK 30AL	\$6.45	\$1.57	\$8.02
20940	4281	WRAP-LOCAL OPTION	\$28.78	\$1.57	\$31.35
24340	86	SAUCE-BULK MAYONNAISE	\$7.91	\$1.57	\$9.38
24600	4270	WATER-ICE MOUNTAIN 5L	\$6.41	\$1.57	\$7.98

[X] Done

 Internet

FIG. 56

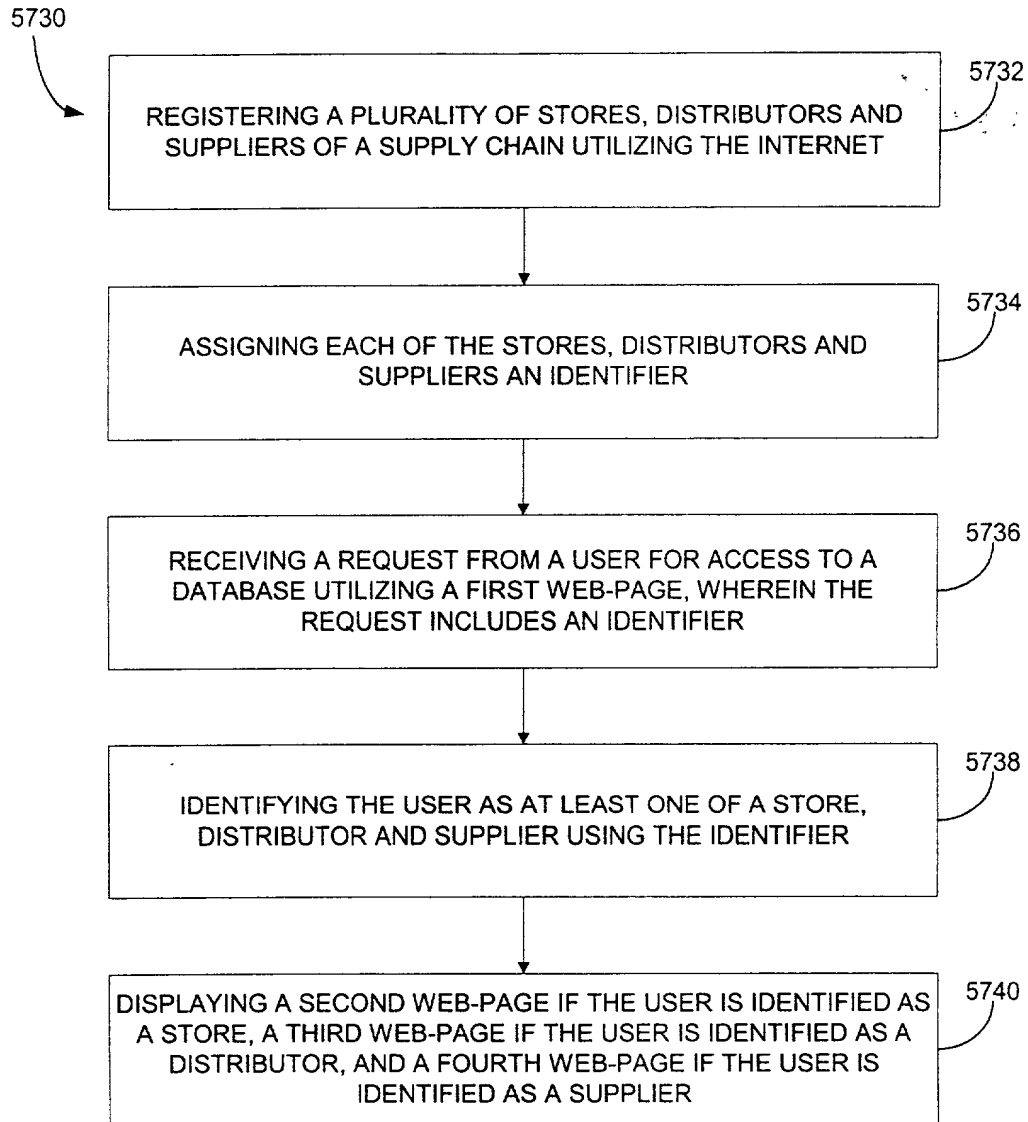


FIG. 57

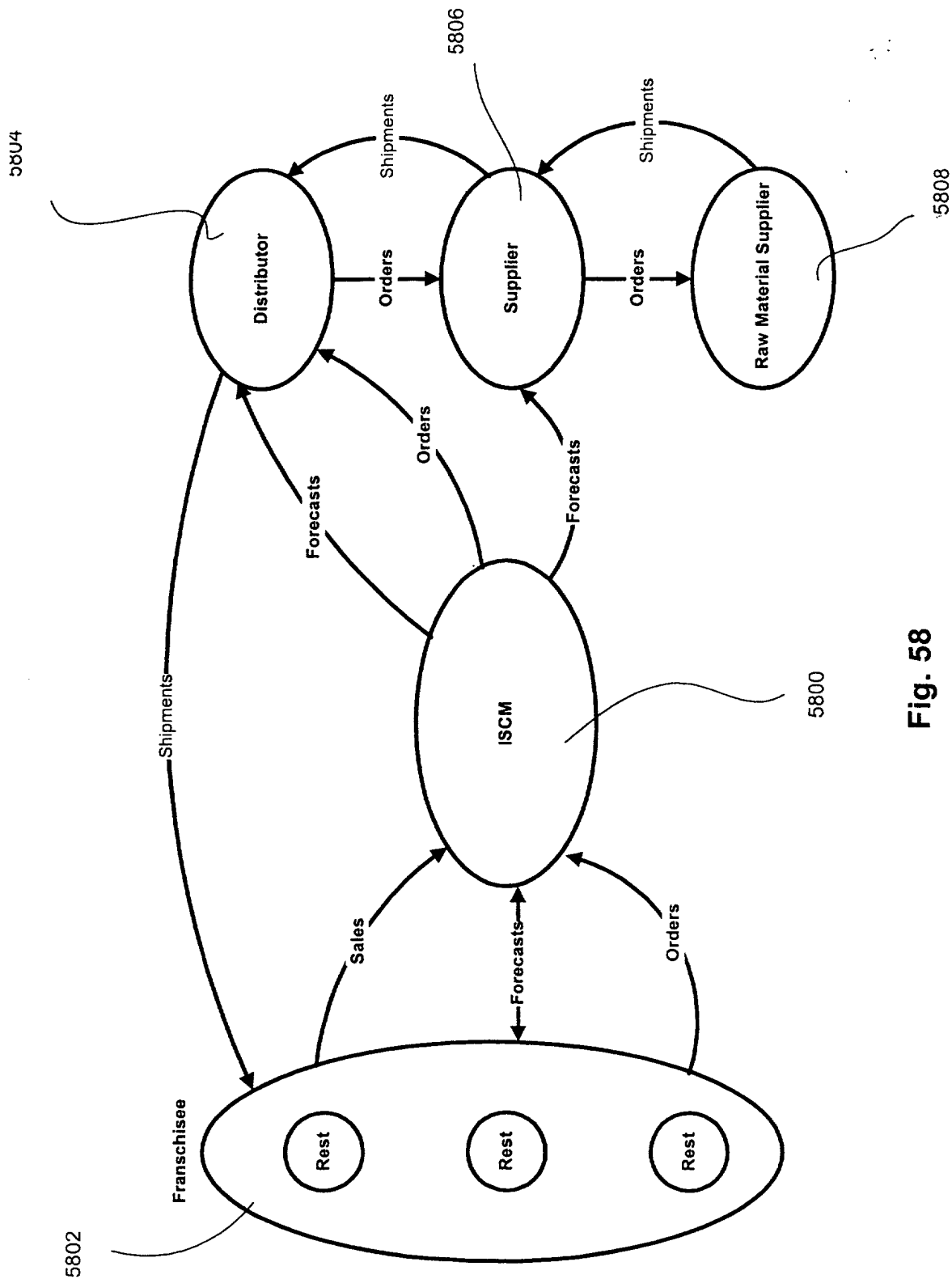


Fig. 58

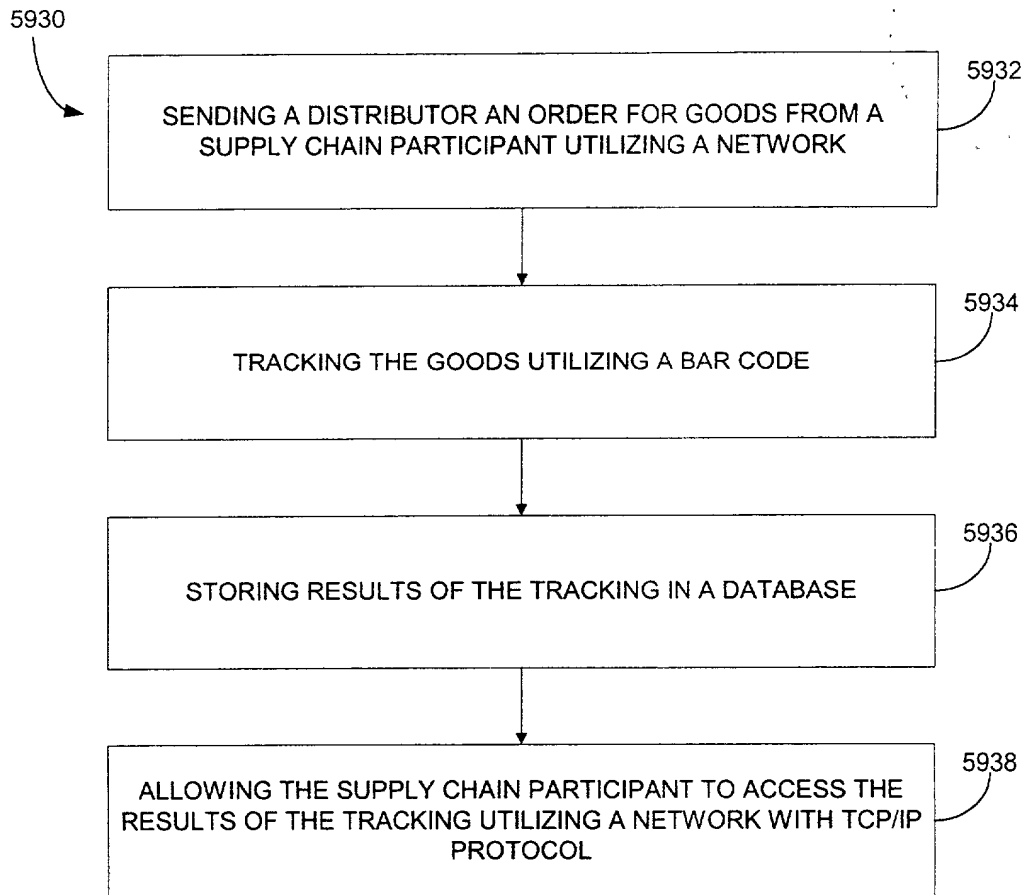


FIG. 59

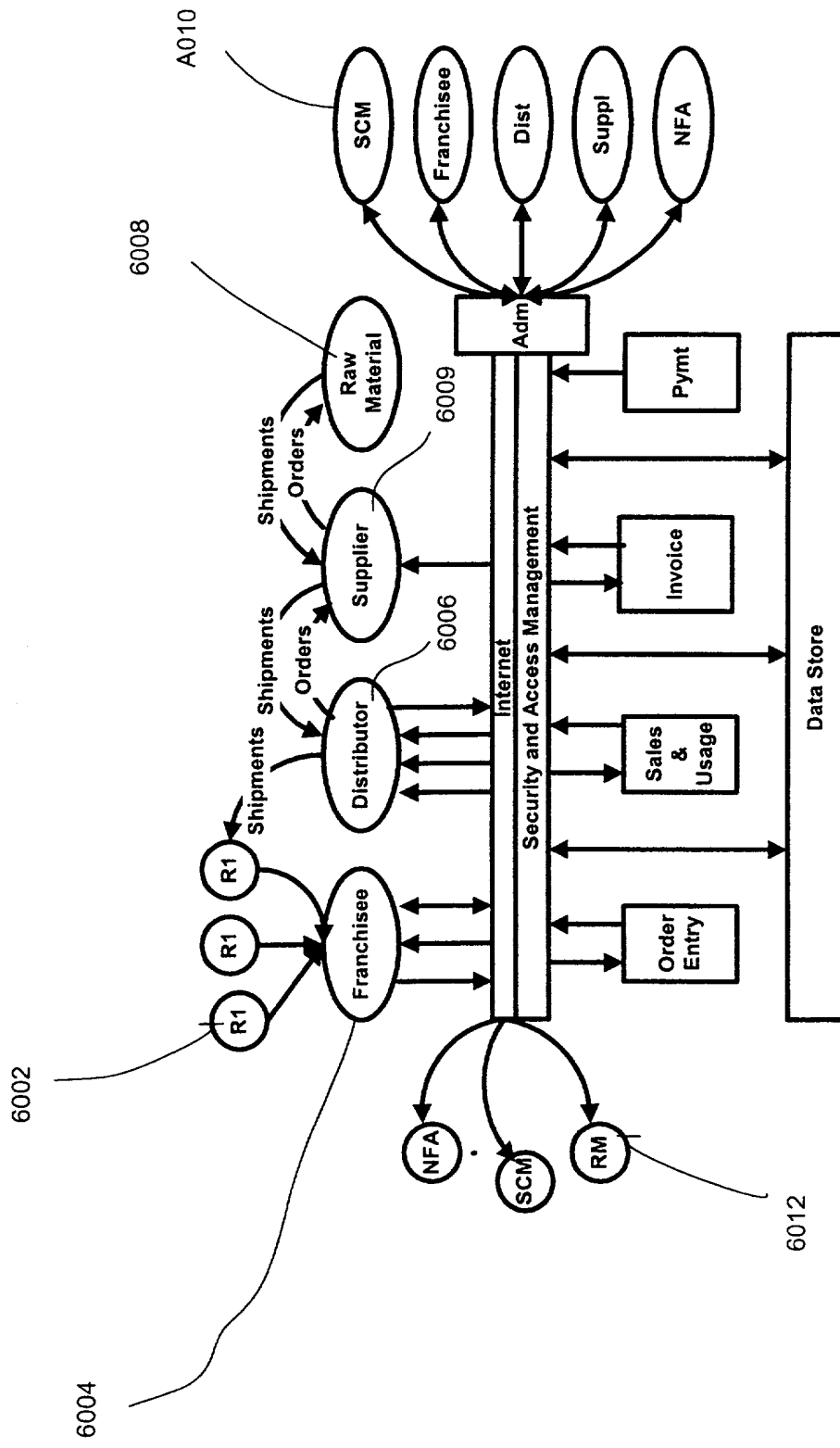


Fig. 60

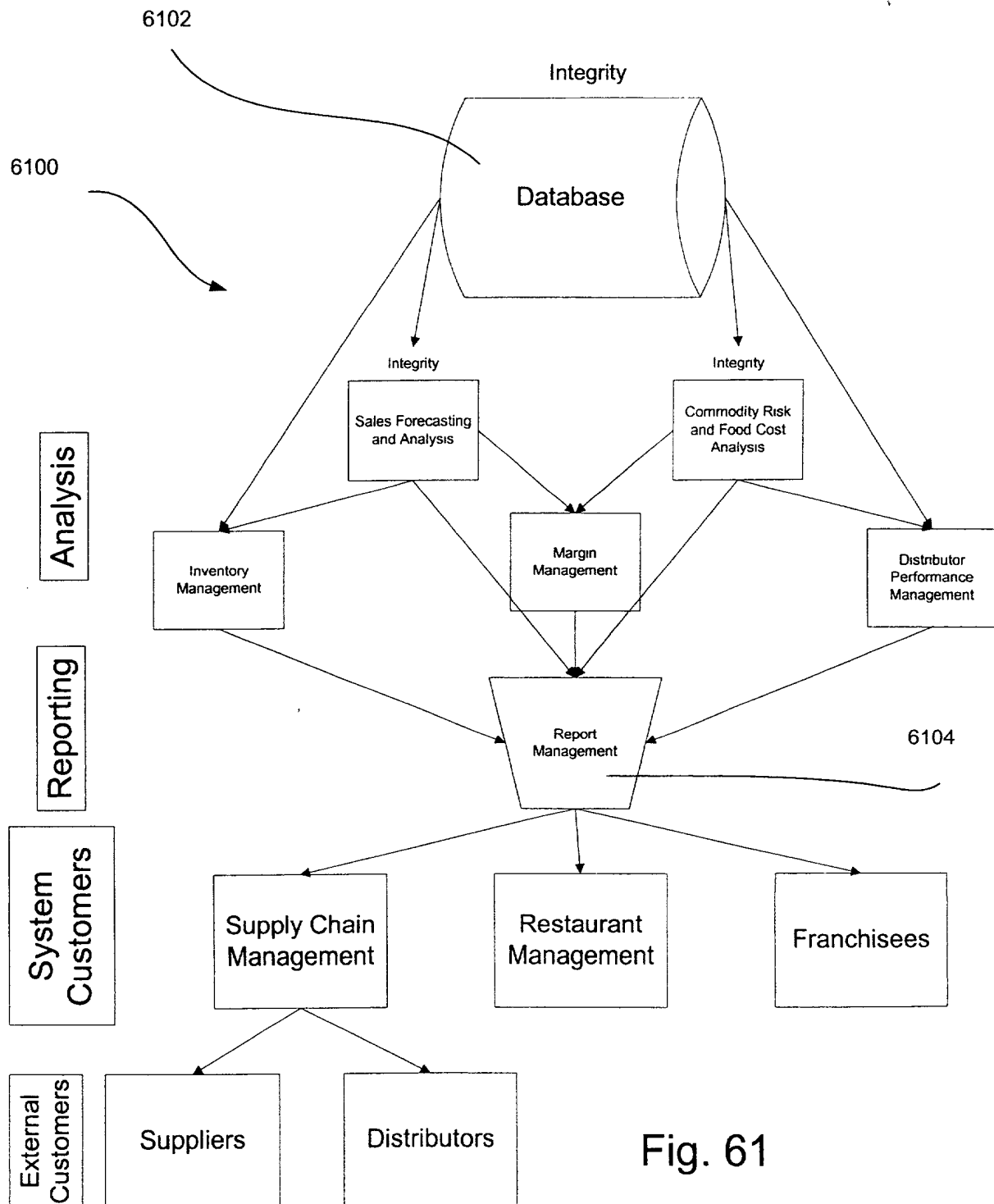


Fig. 61

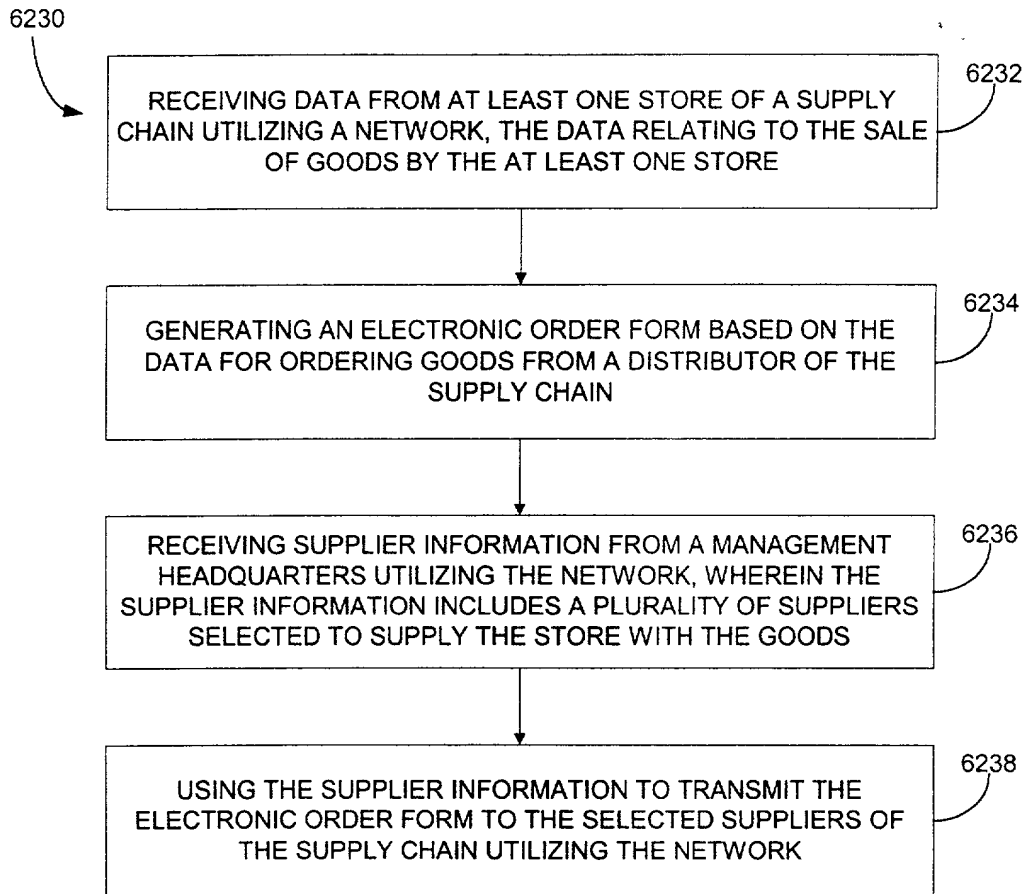


FIG. 62

6300

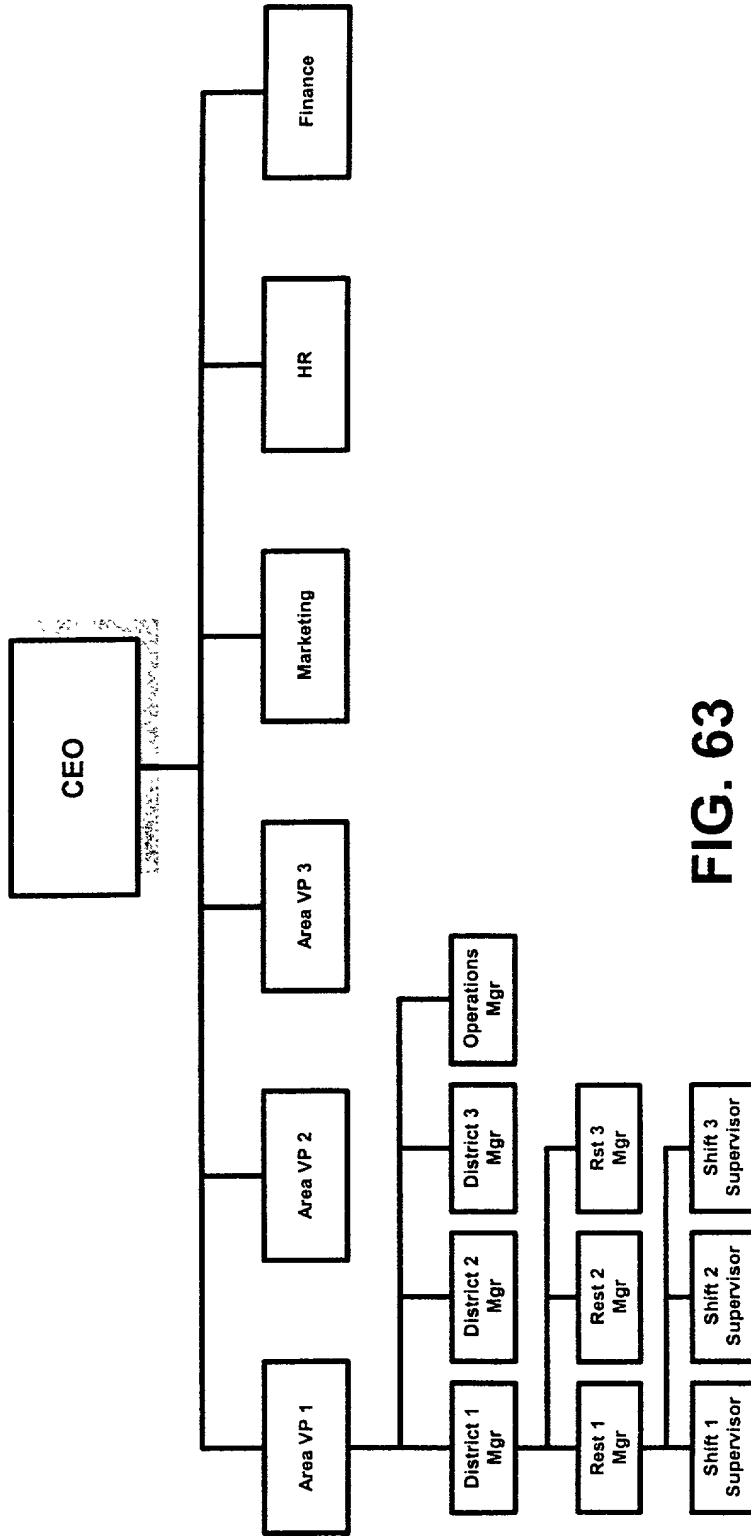


FIG. 63

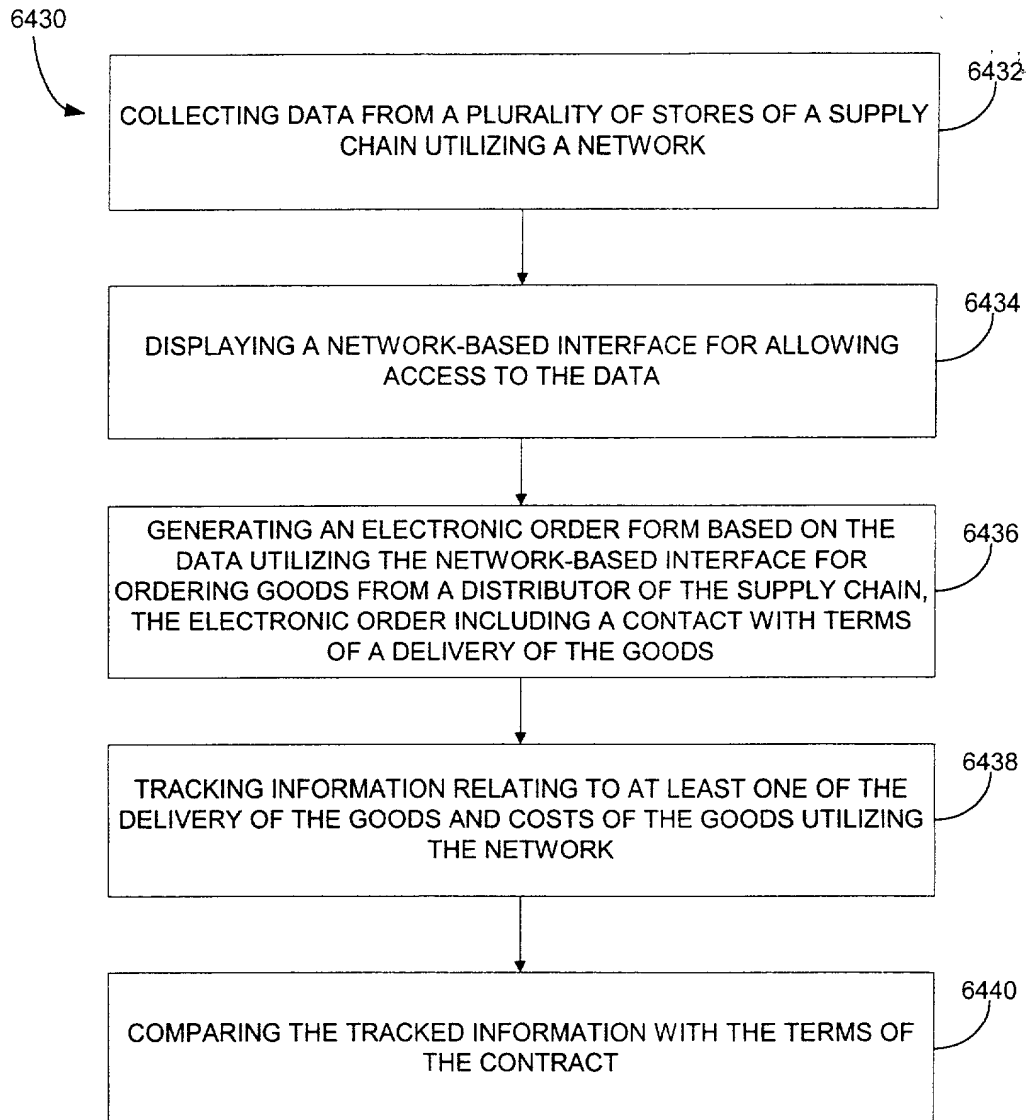


FIG. 64

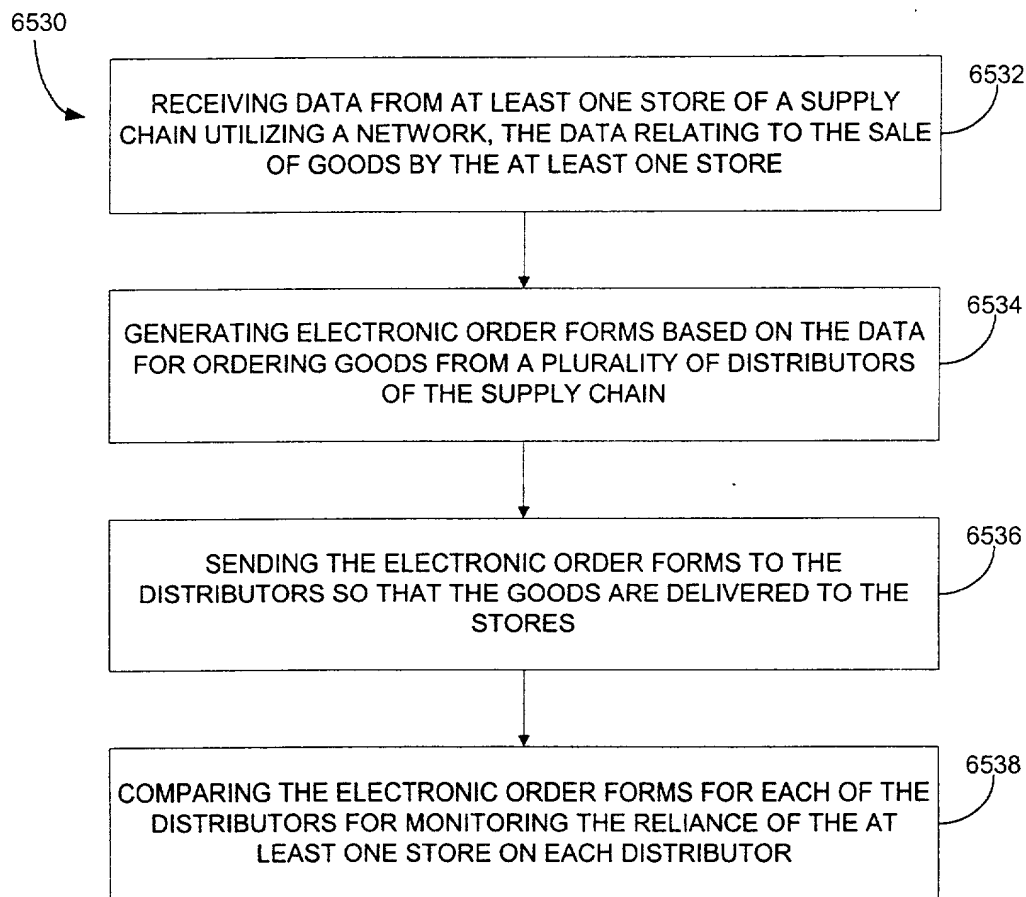


FIG. 65

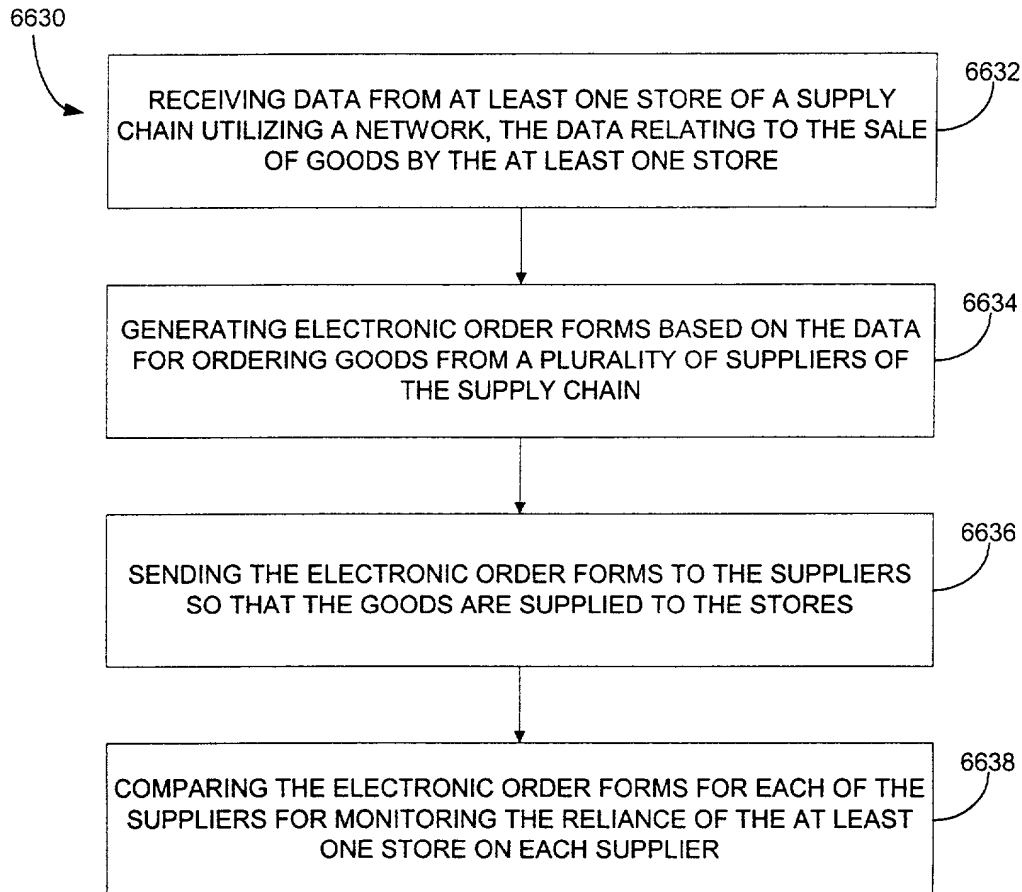


FIG. 66

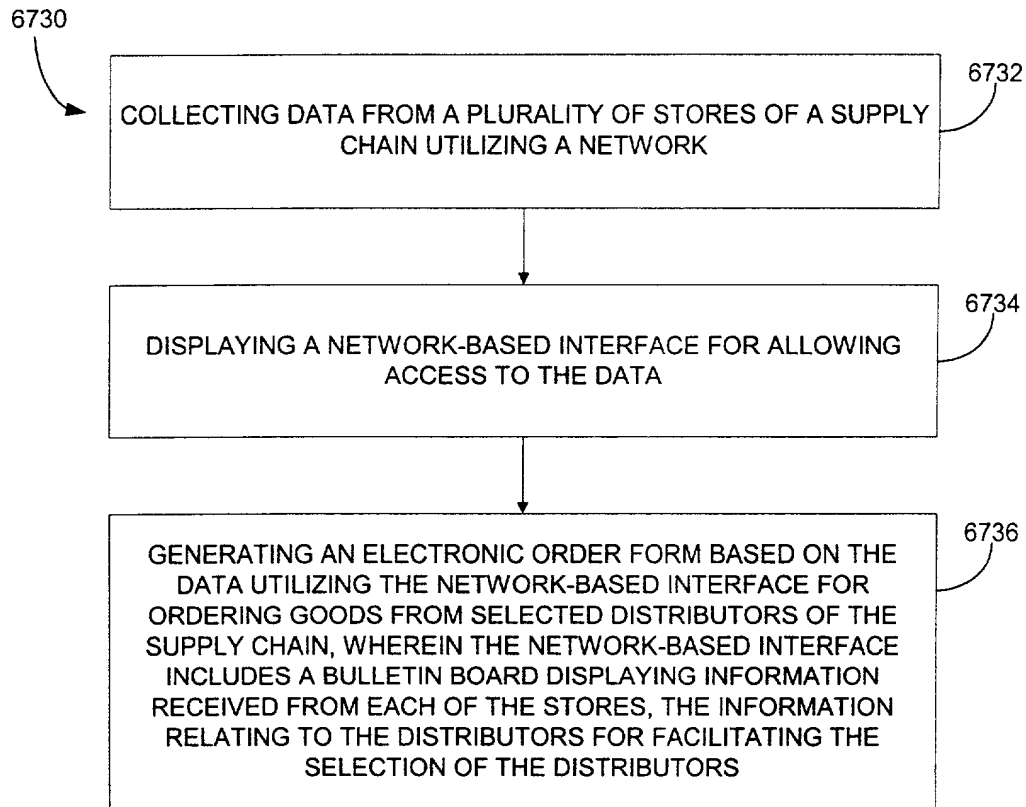


FIG. 67

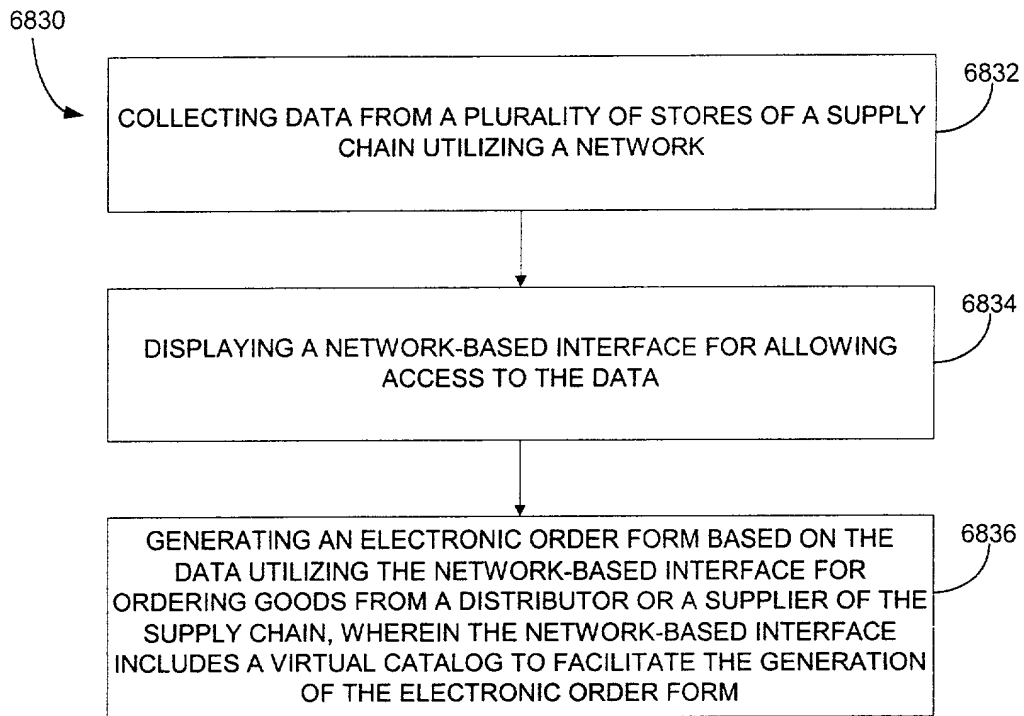


FIG. 68

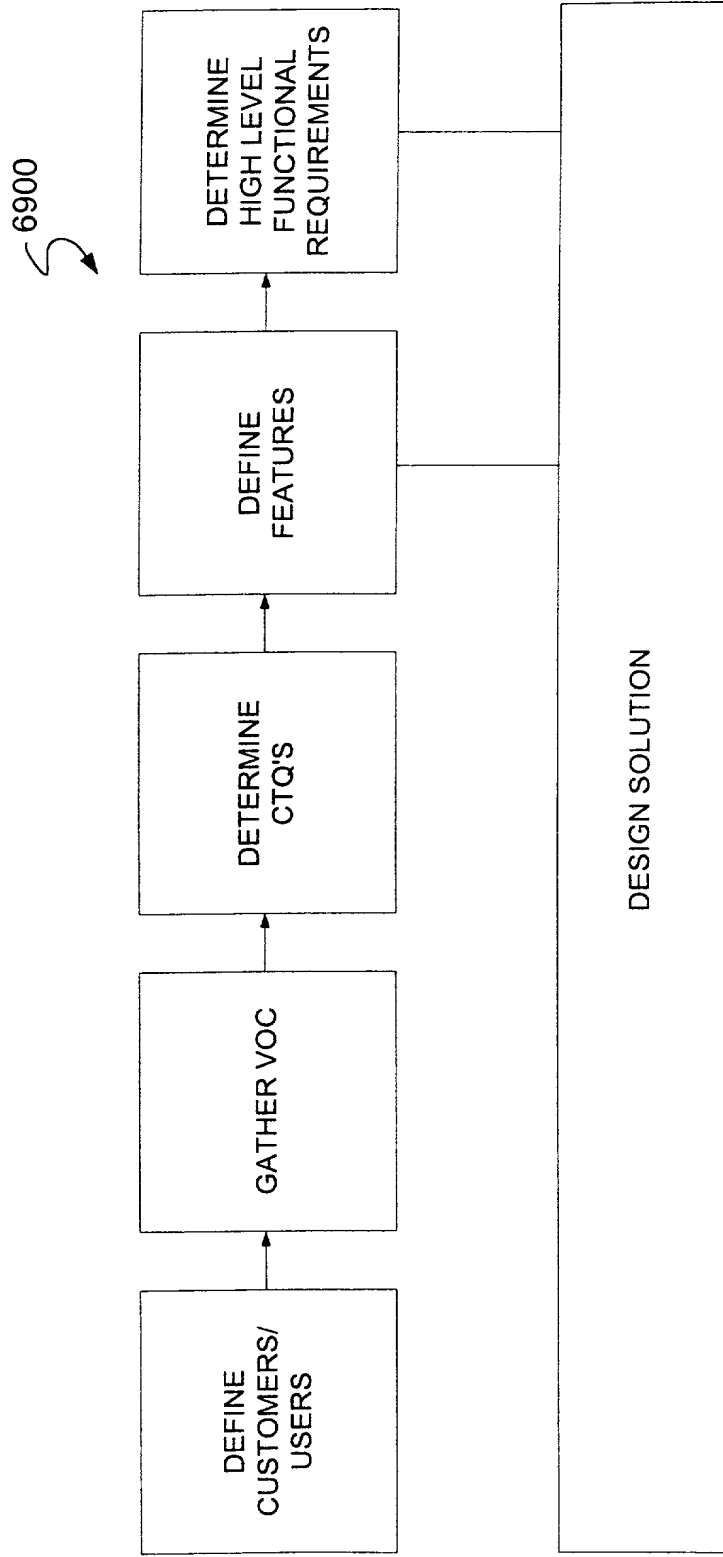


FIG. 69

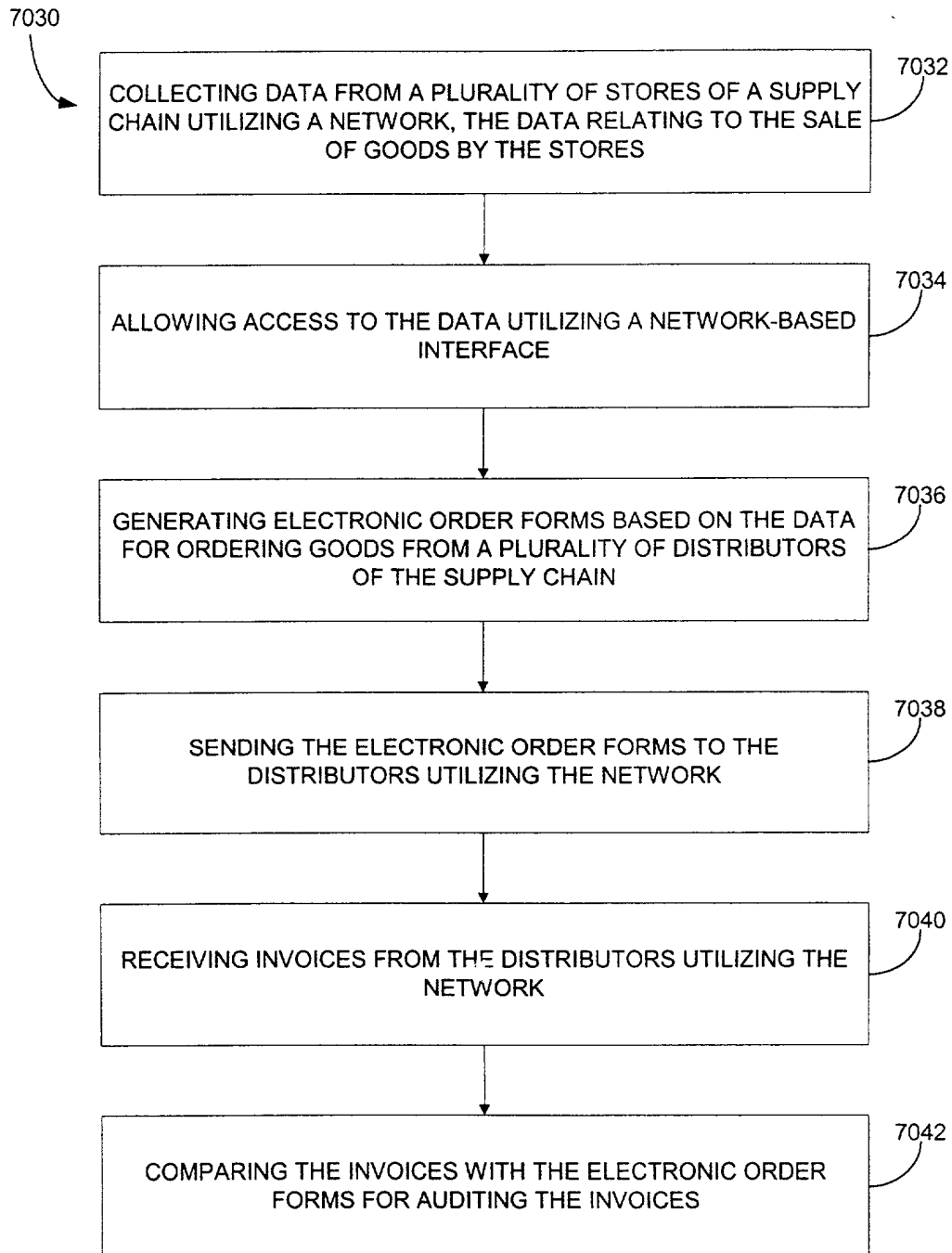


FIG. 70

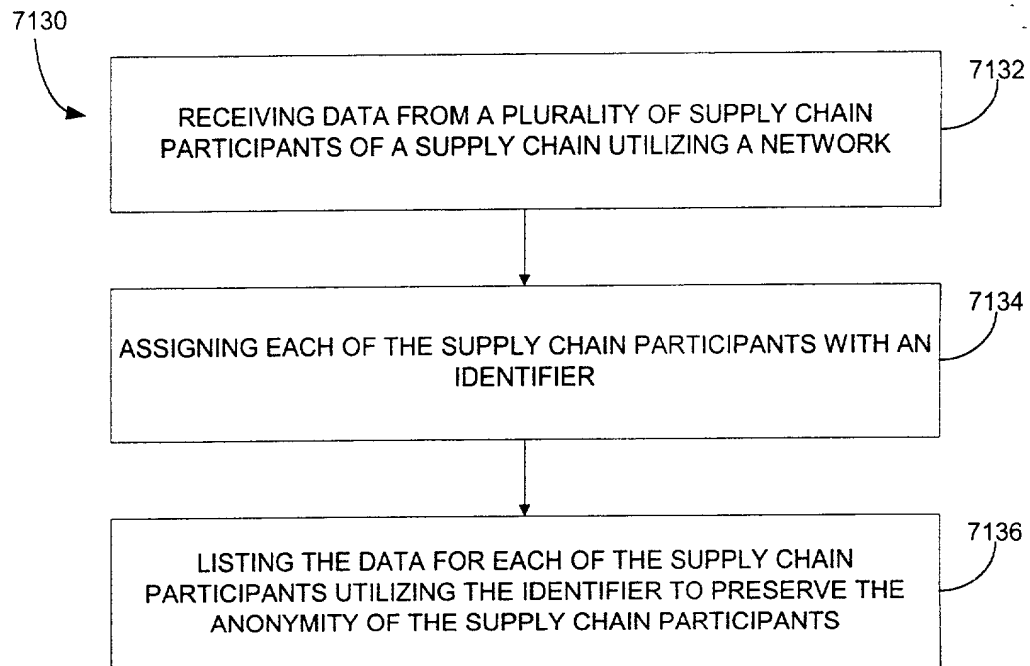


FIG. 71

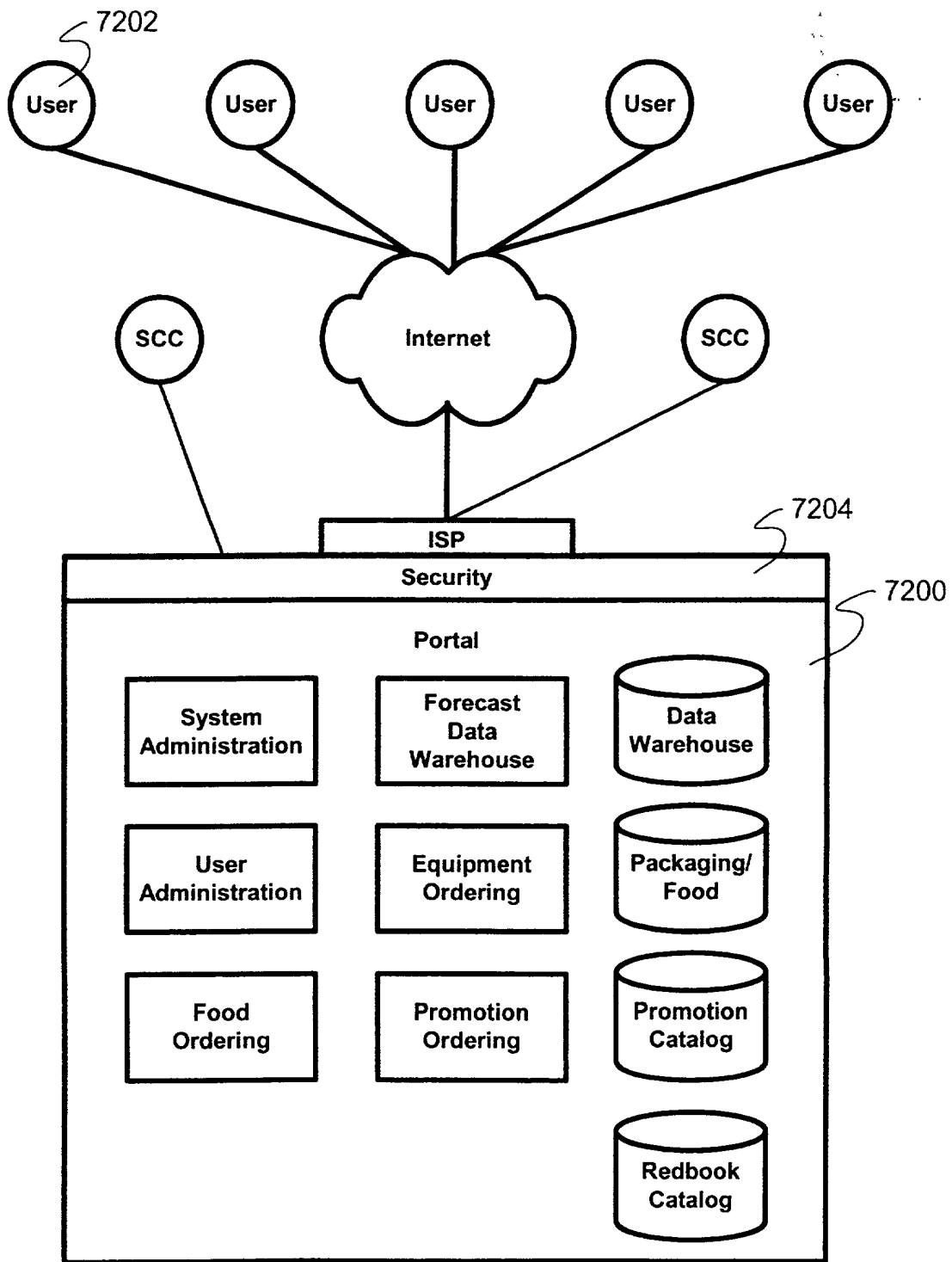


FIG. 72

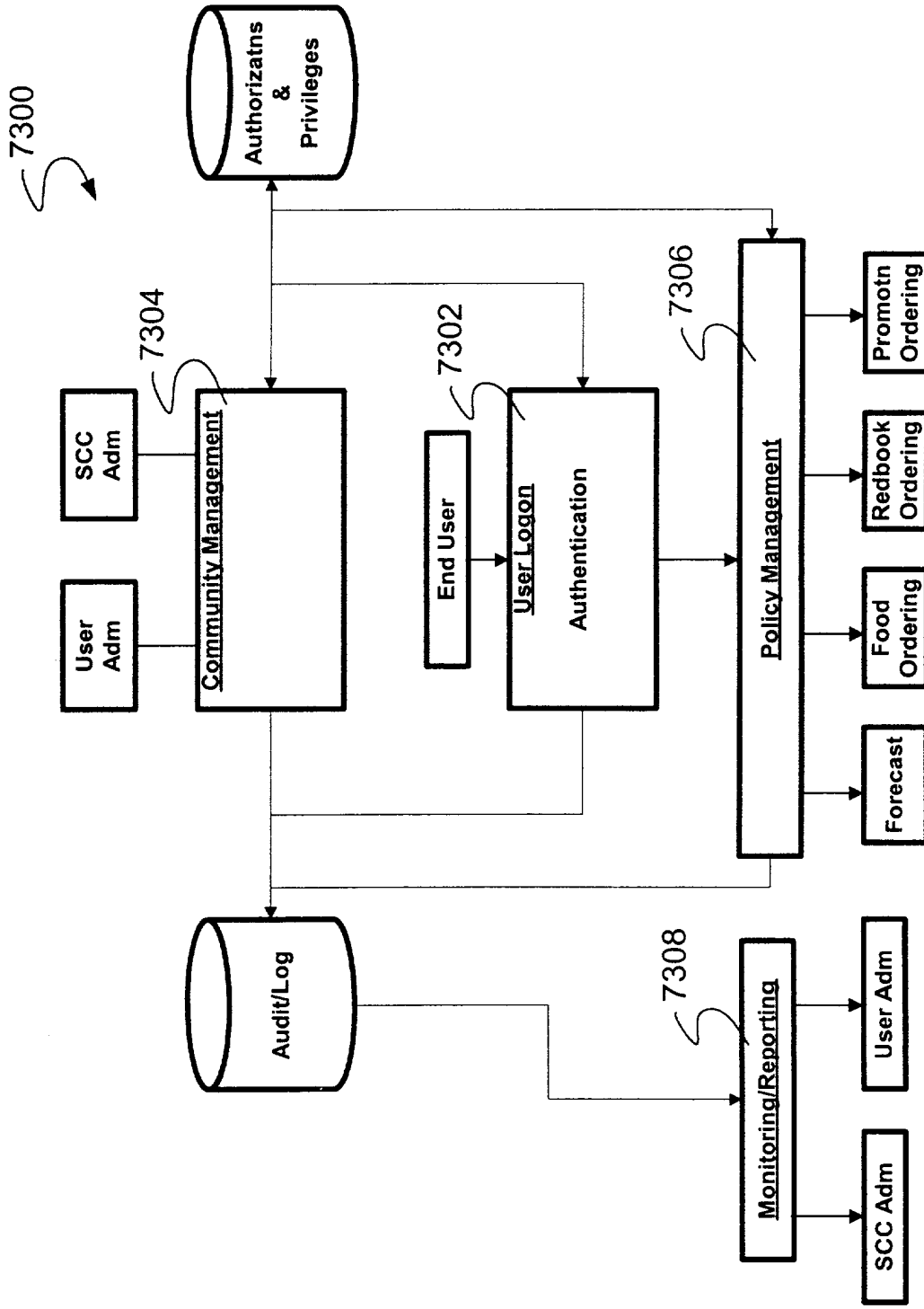


FIG. 73

7402

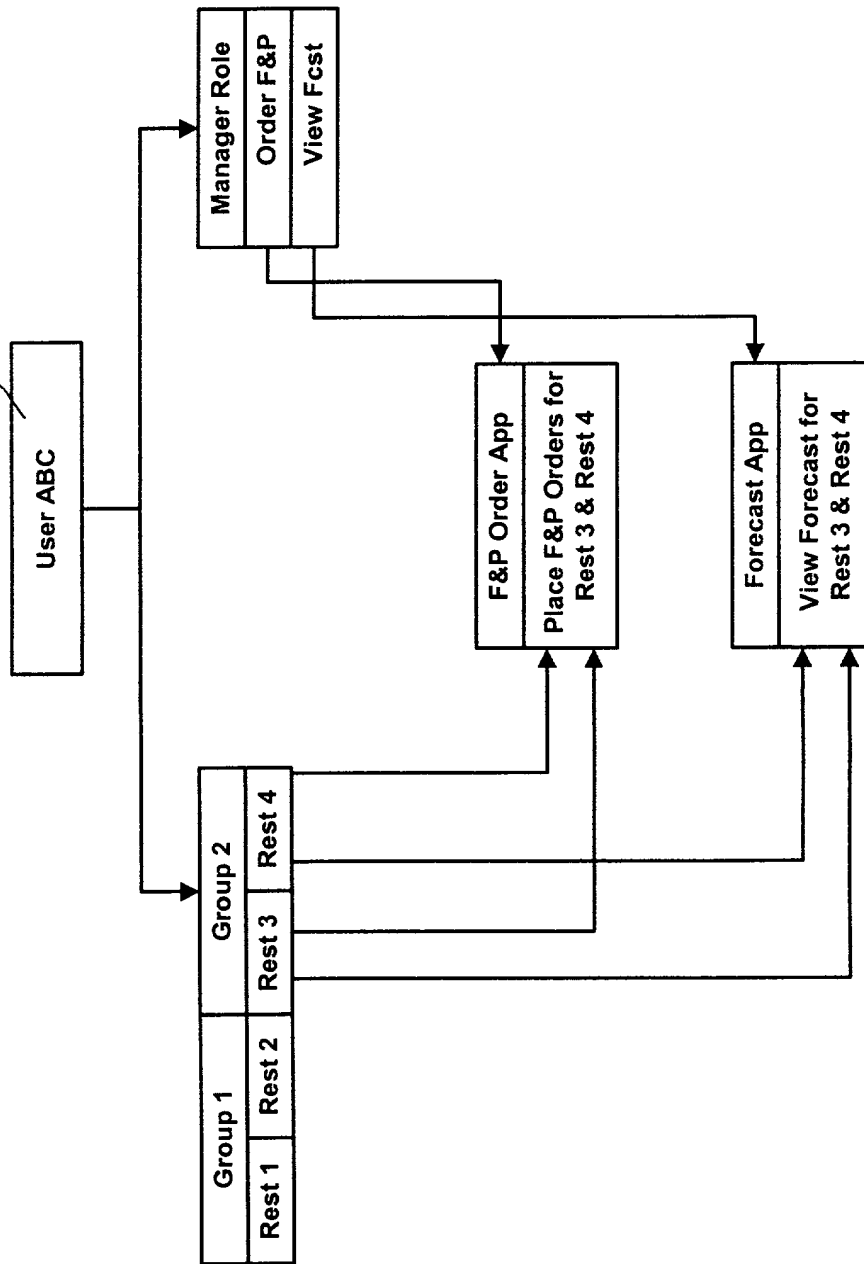


FIG. 74

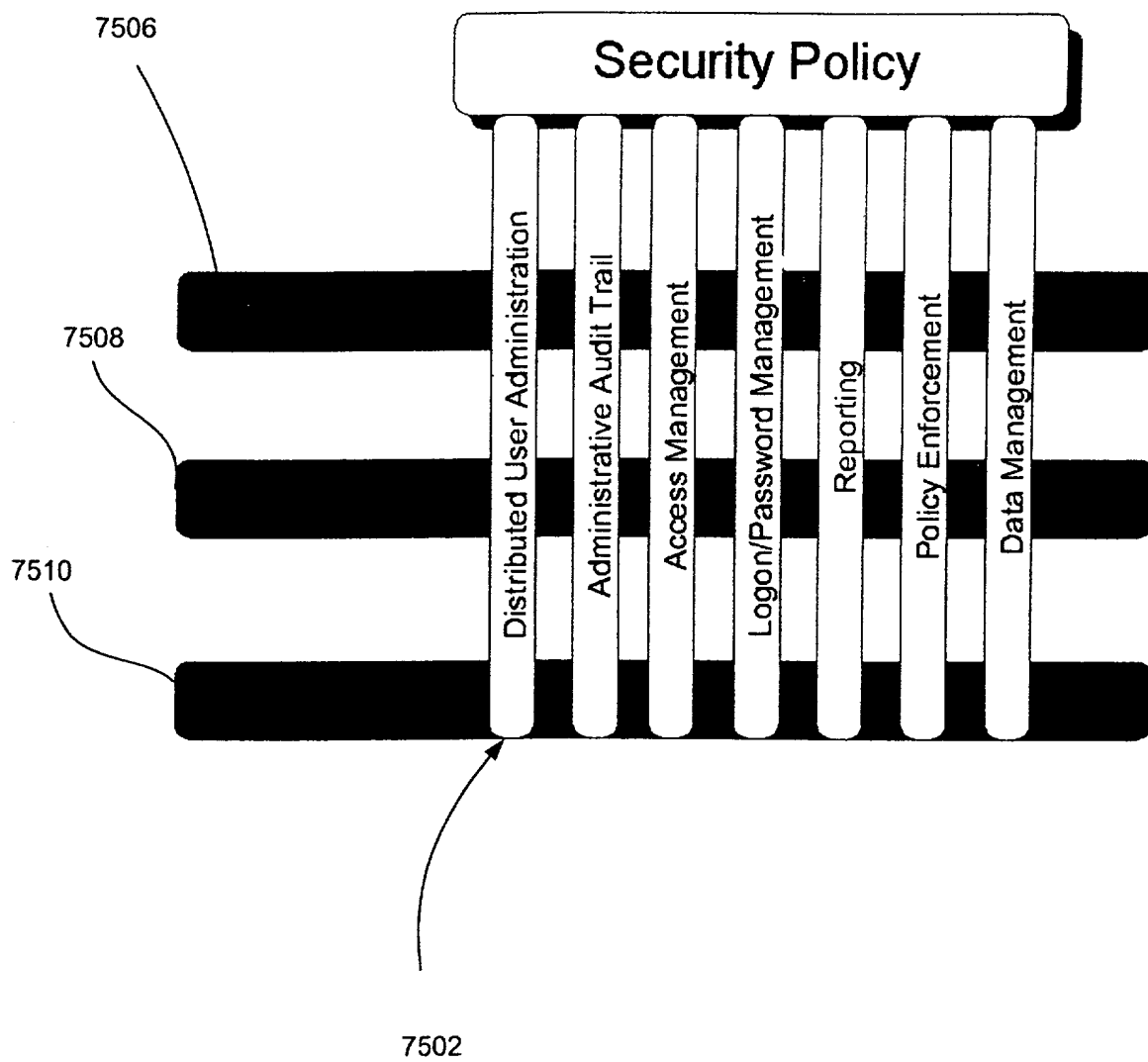


Fig. 75

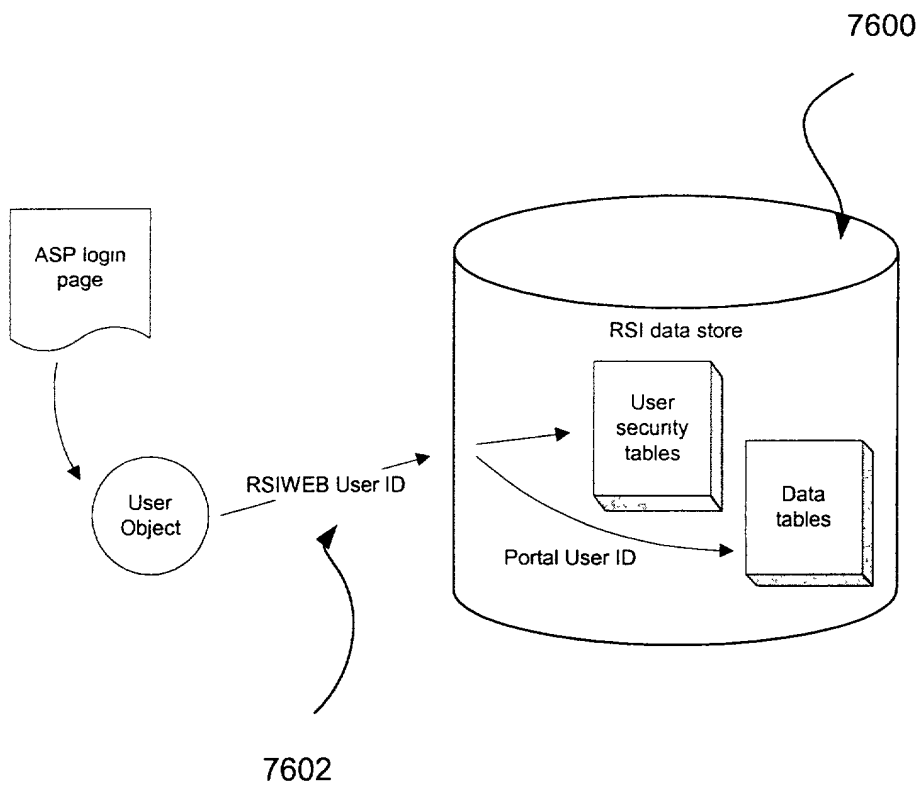


Fig. 76

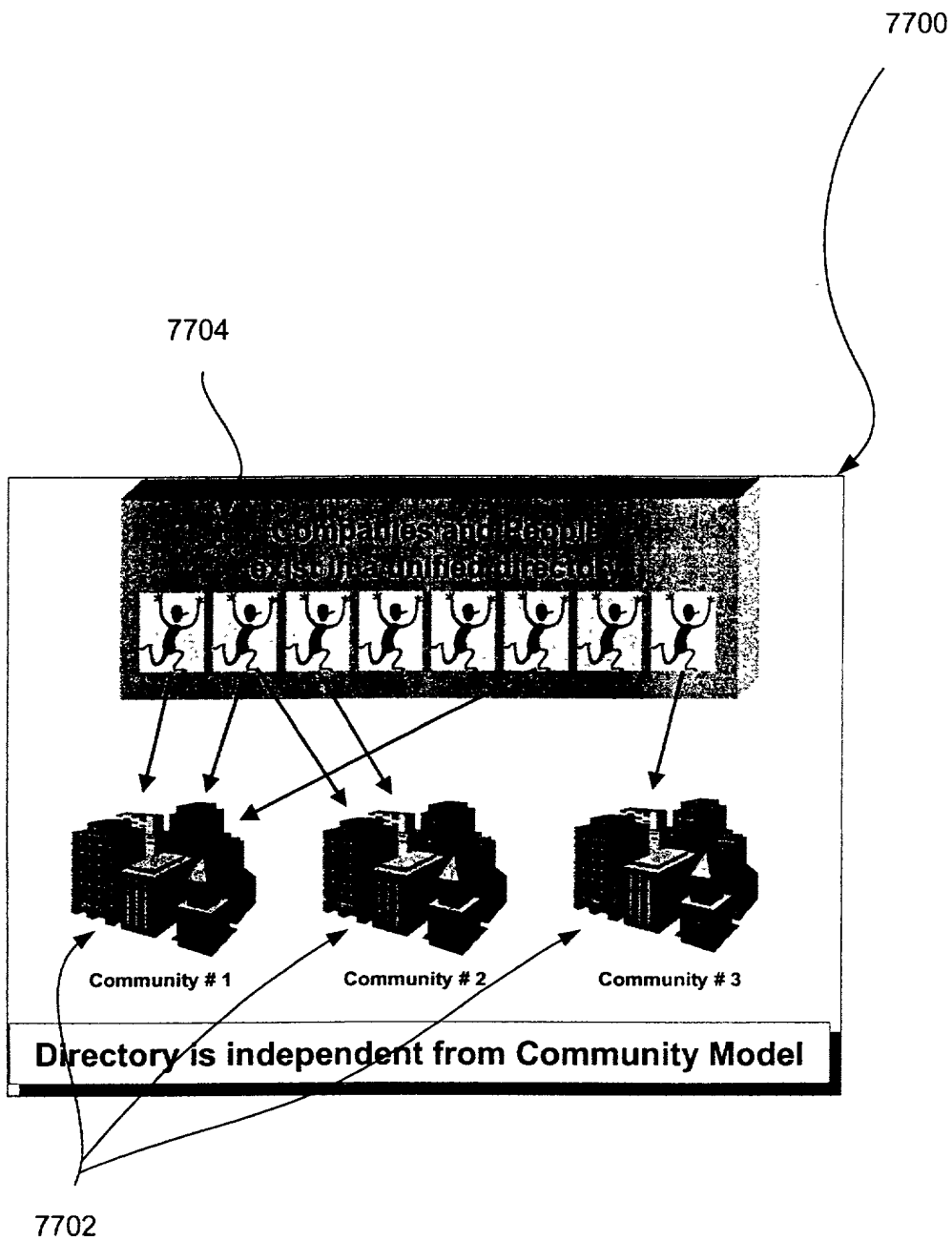


Fig. 77

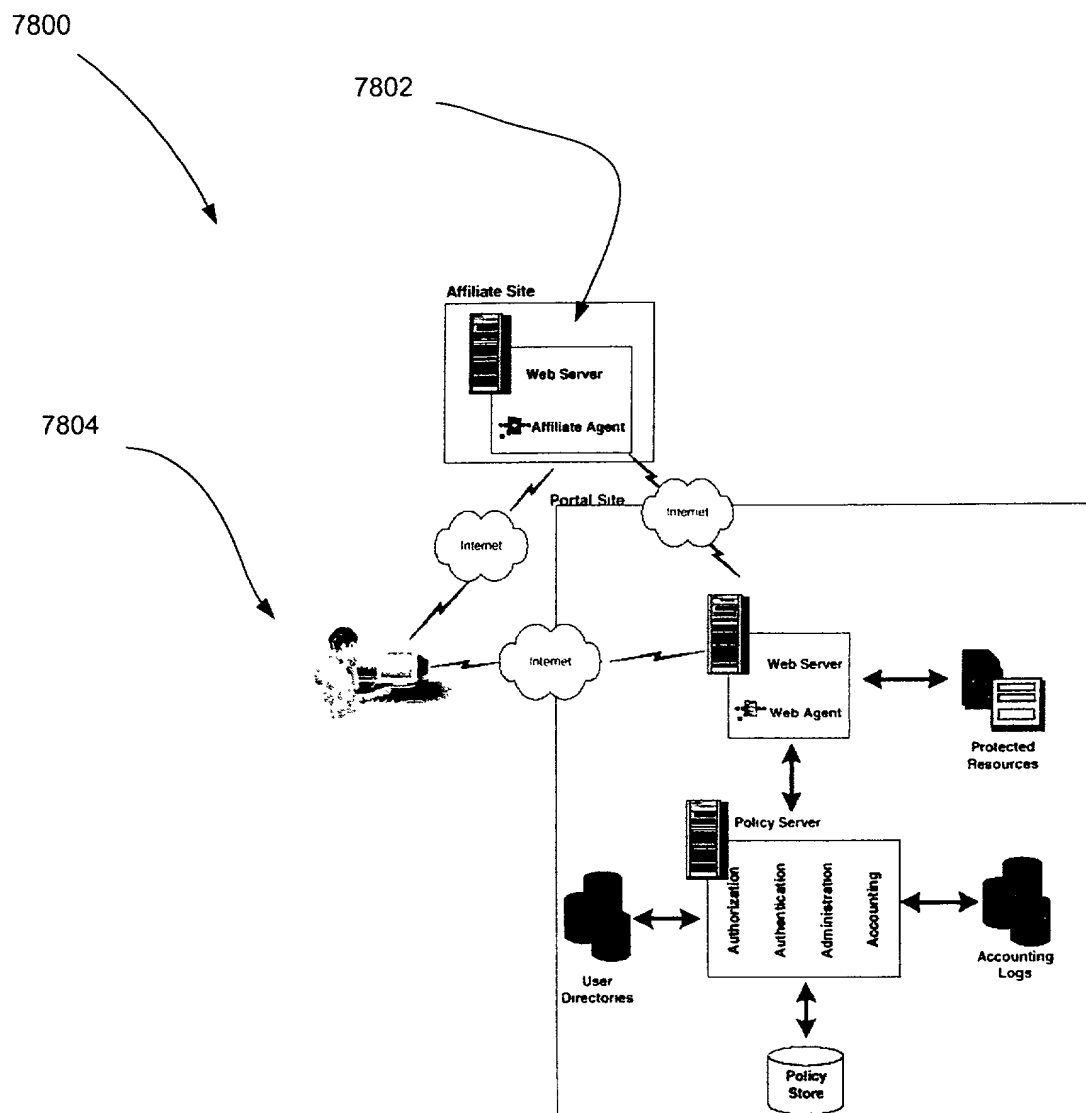


Fig. 78

7900

7902

Policy-Based Web Security Model

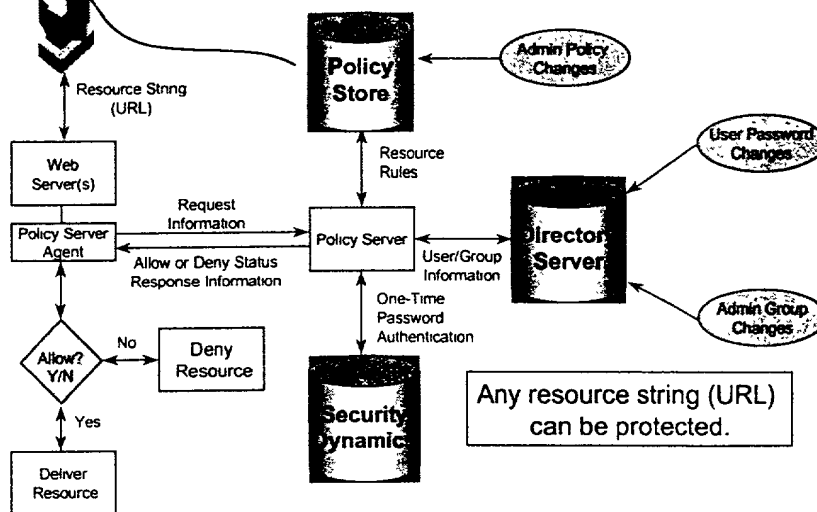


Fig. 79

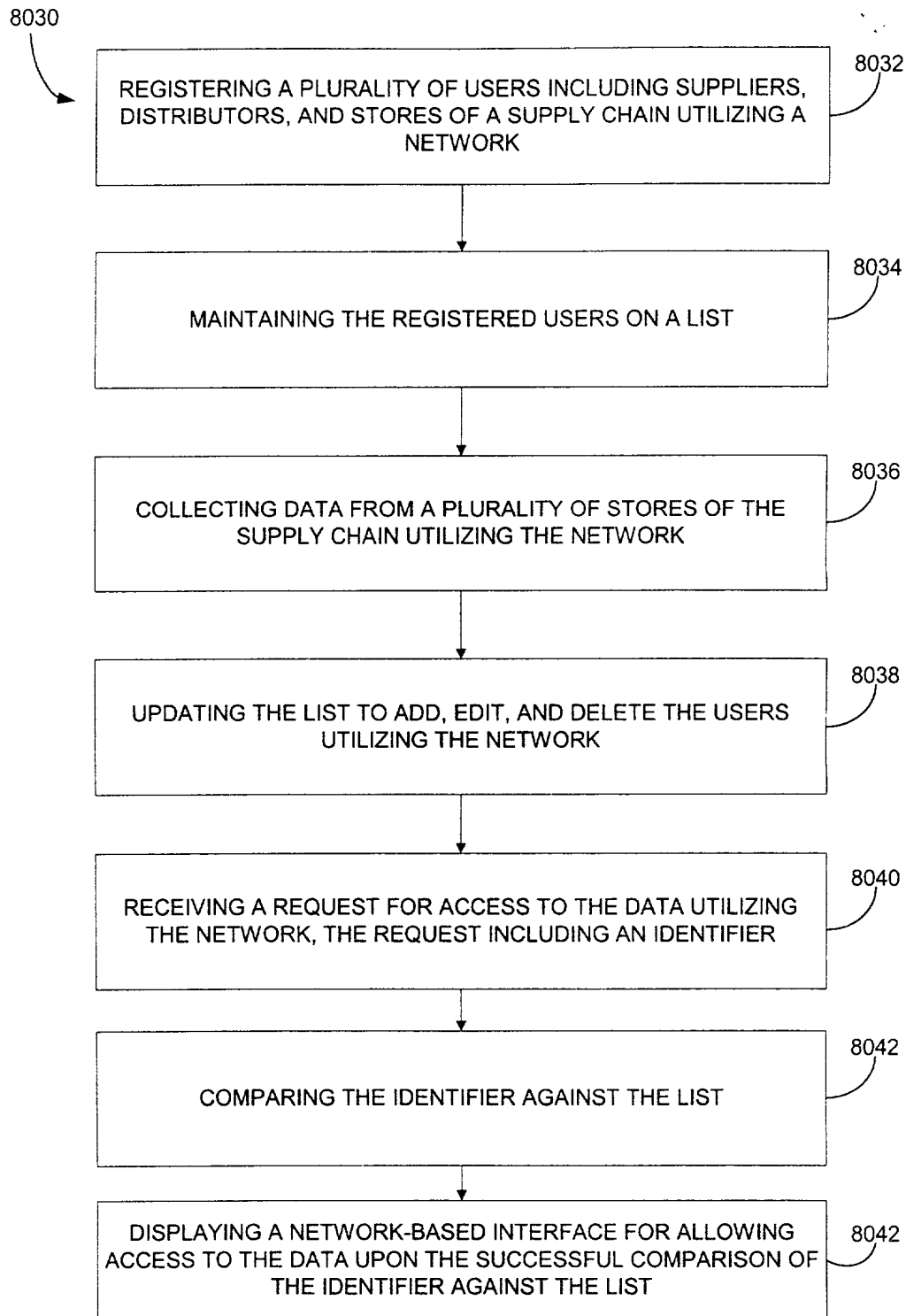


FIG. 80

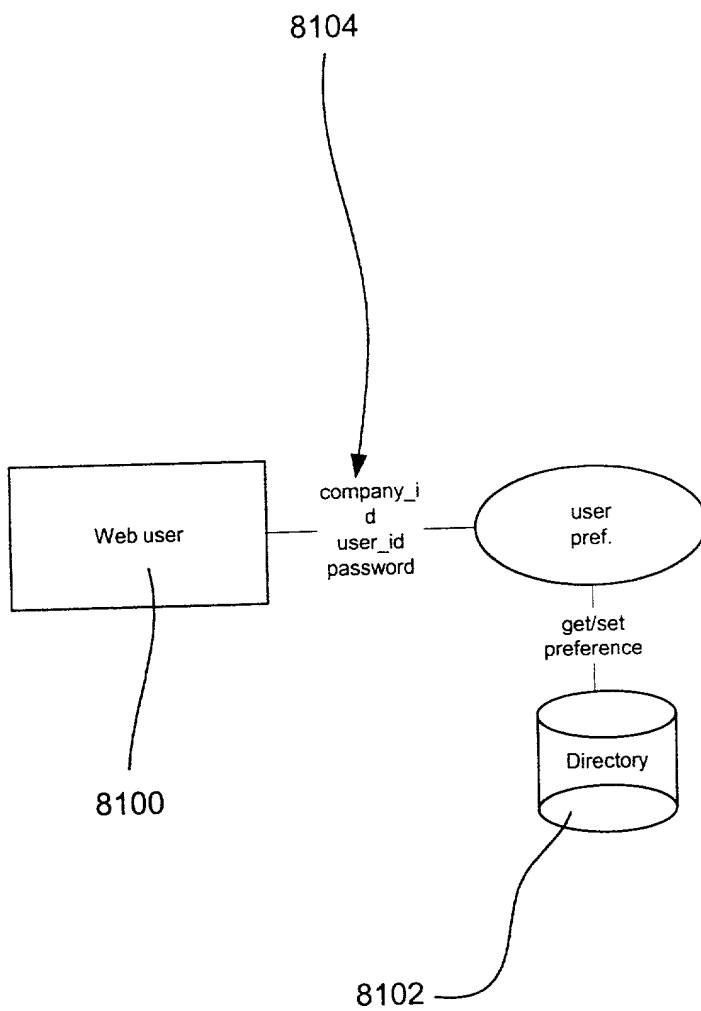


Fig. 81

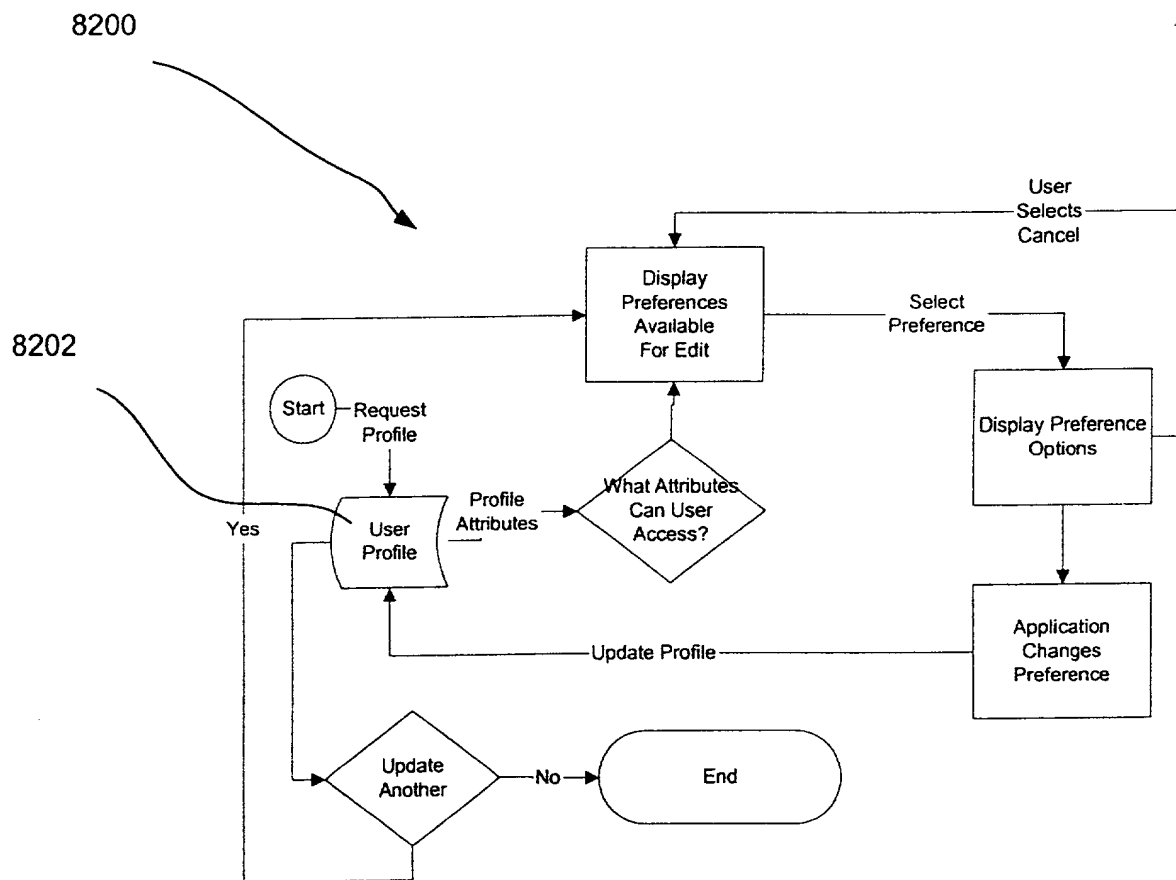


Fig. 82

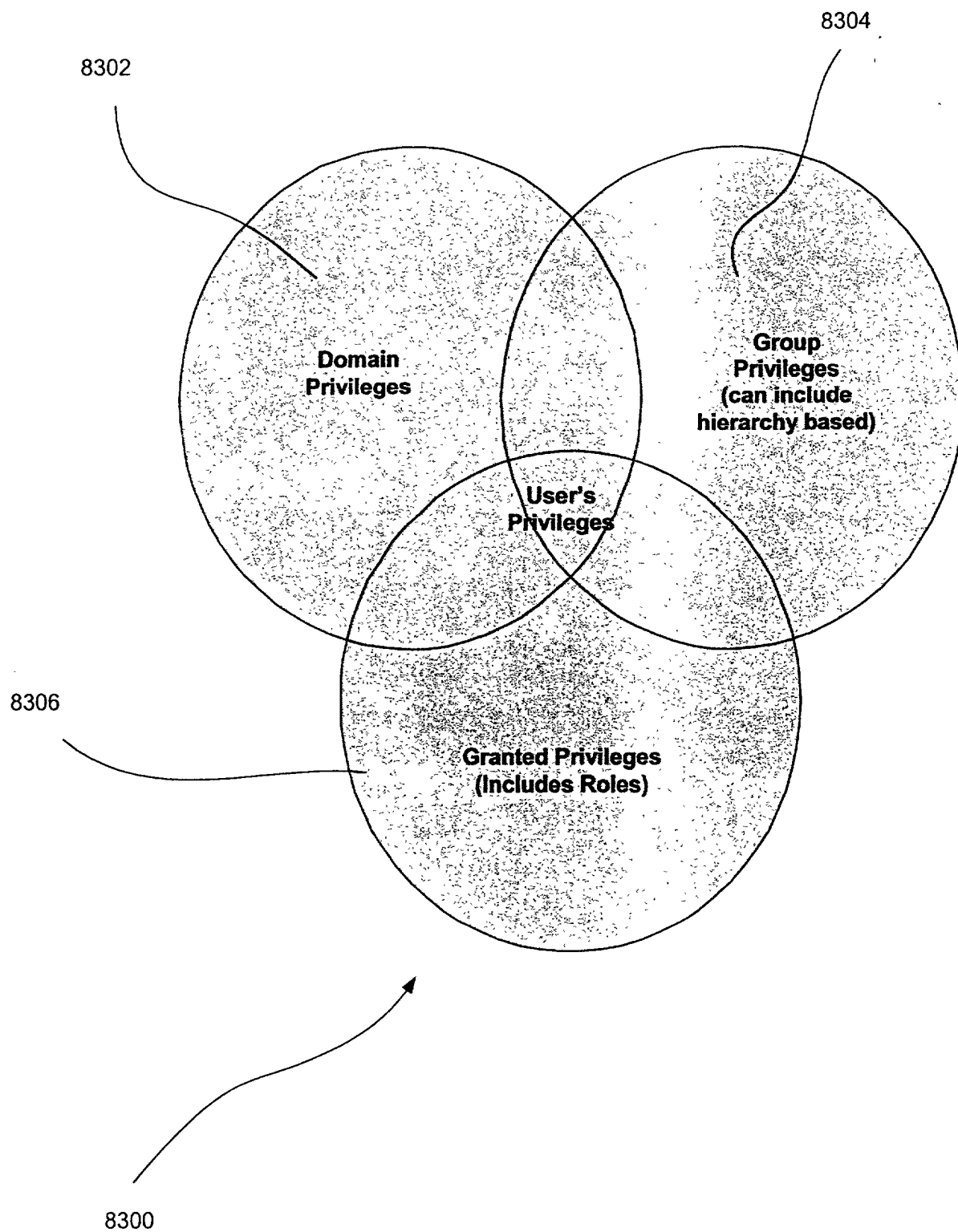


Fig. 83

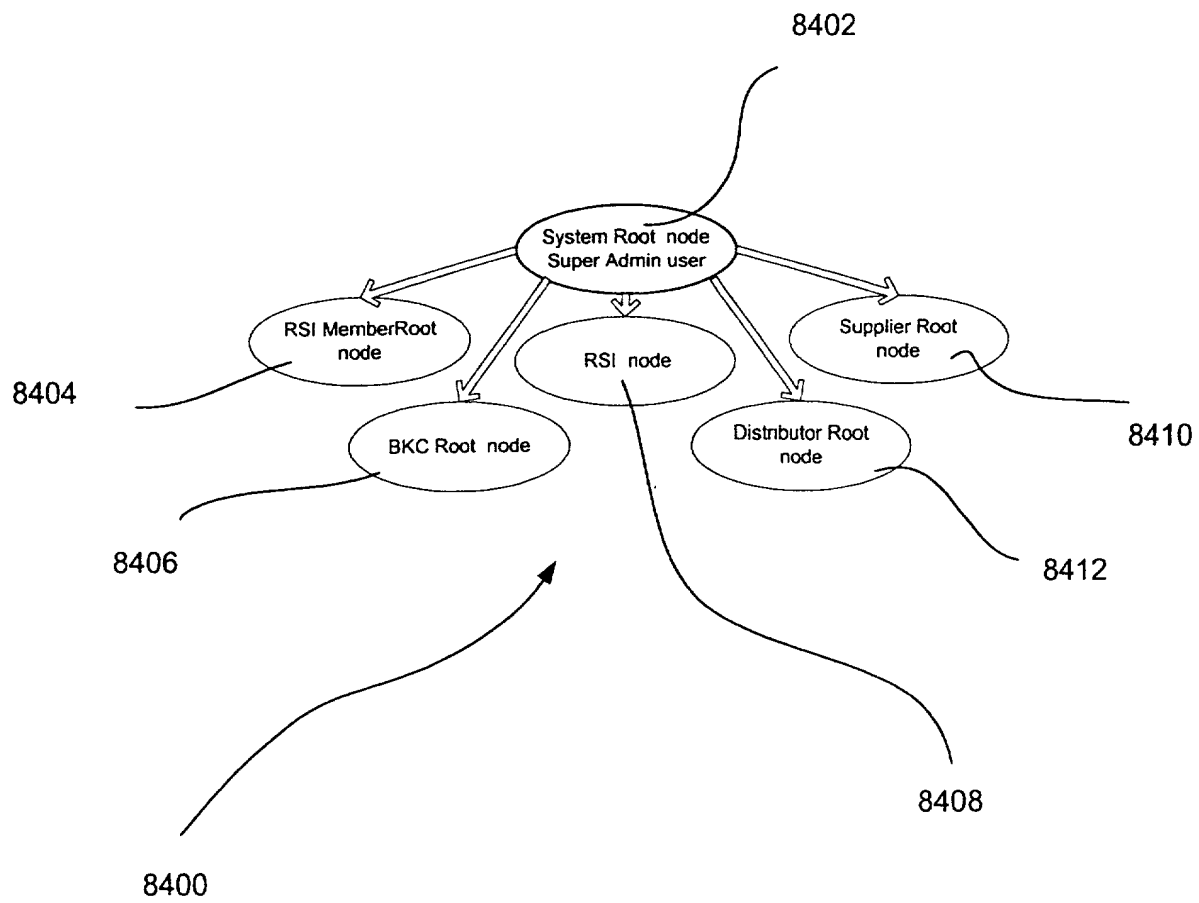


Fig. 84

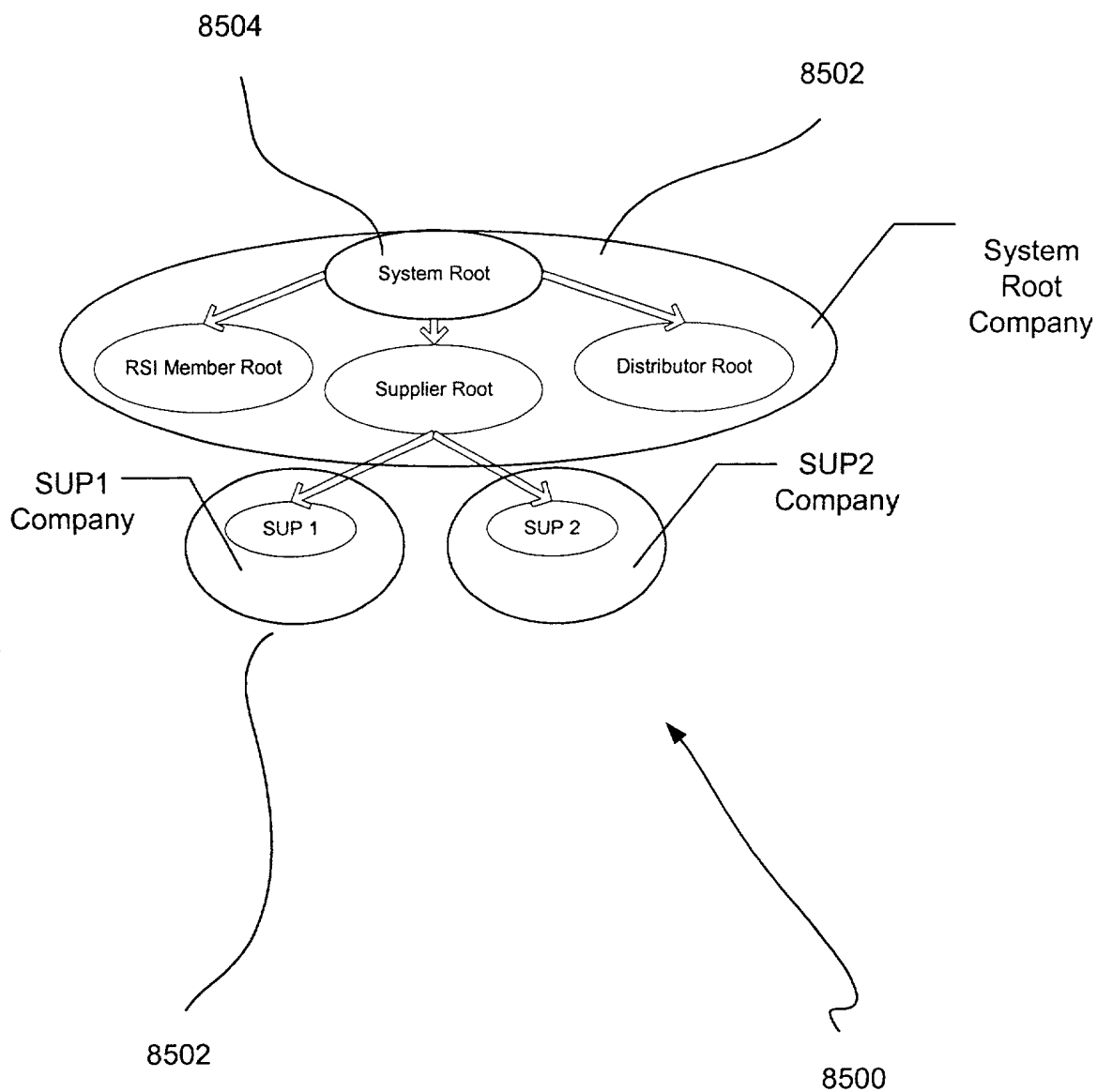


Fig. 85

8600

8602

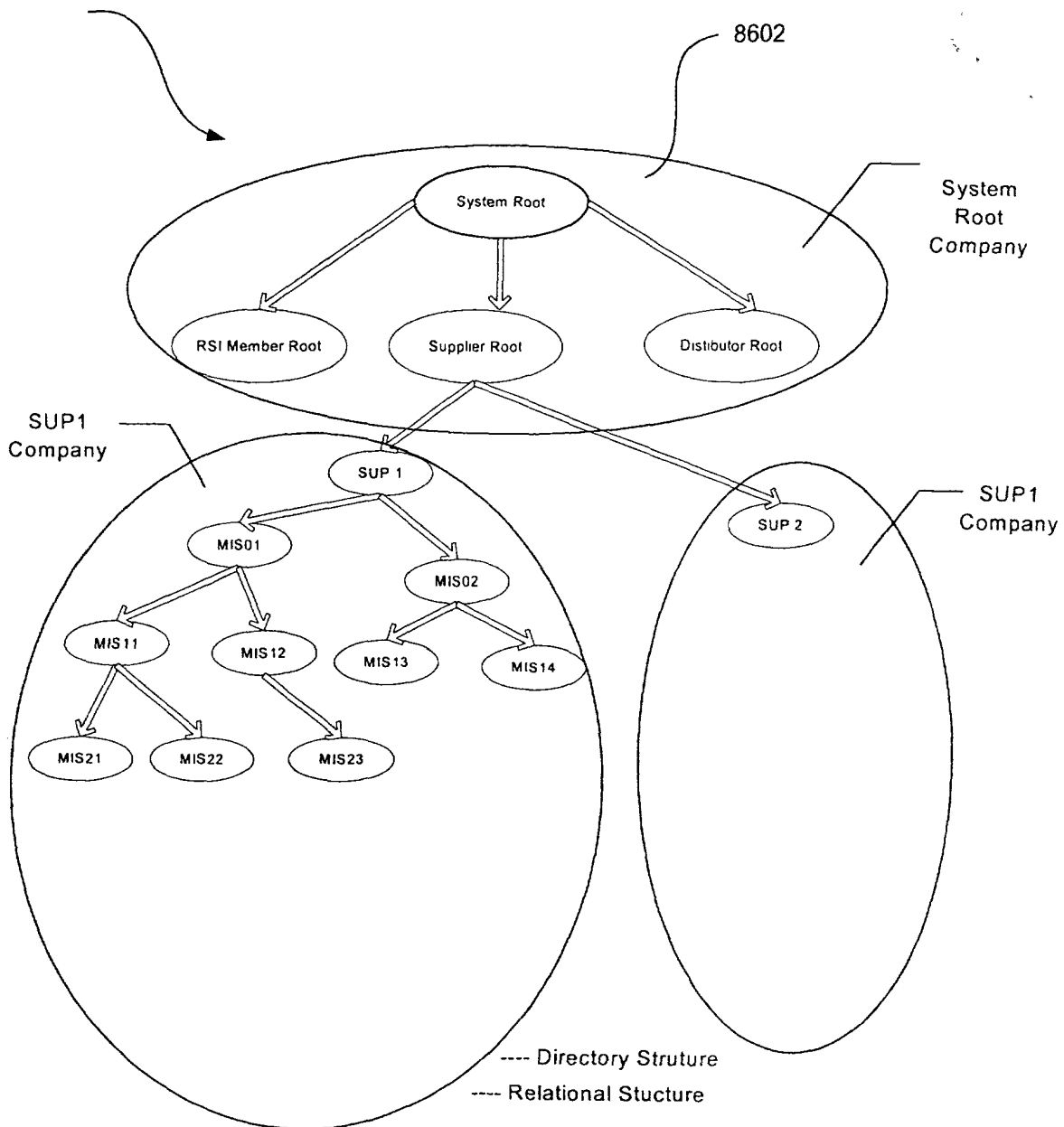
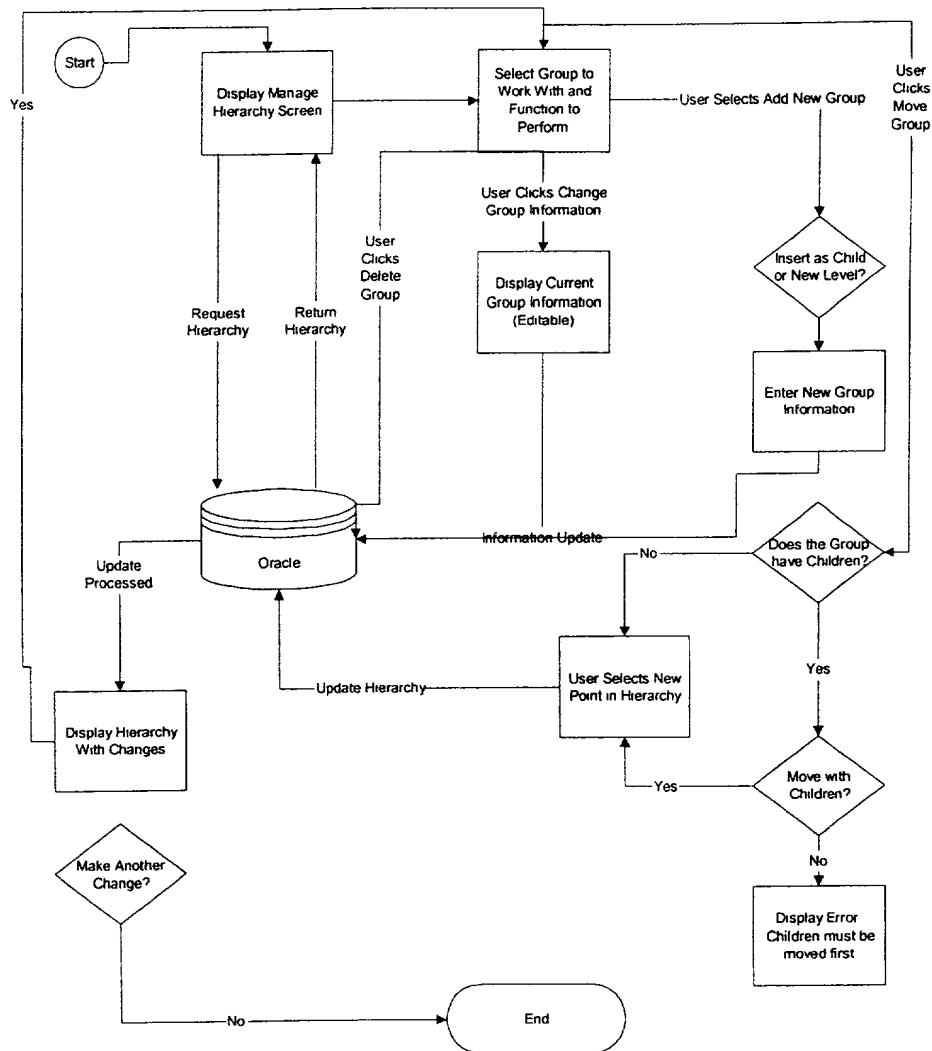


Fig. 86

8700

Group Hierarchy Management: Data Flow**Fig. 87**

8800

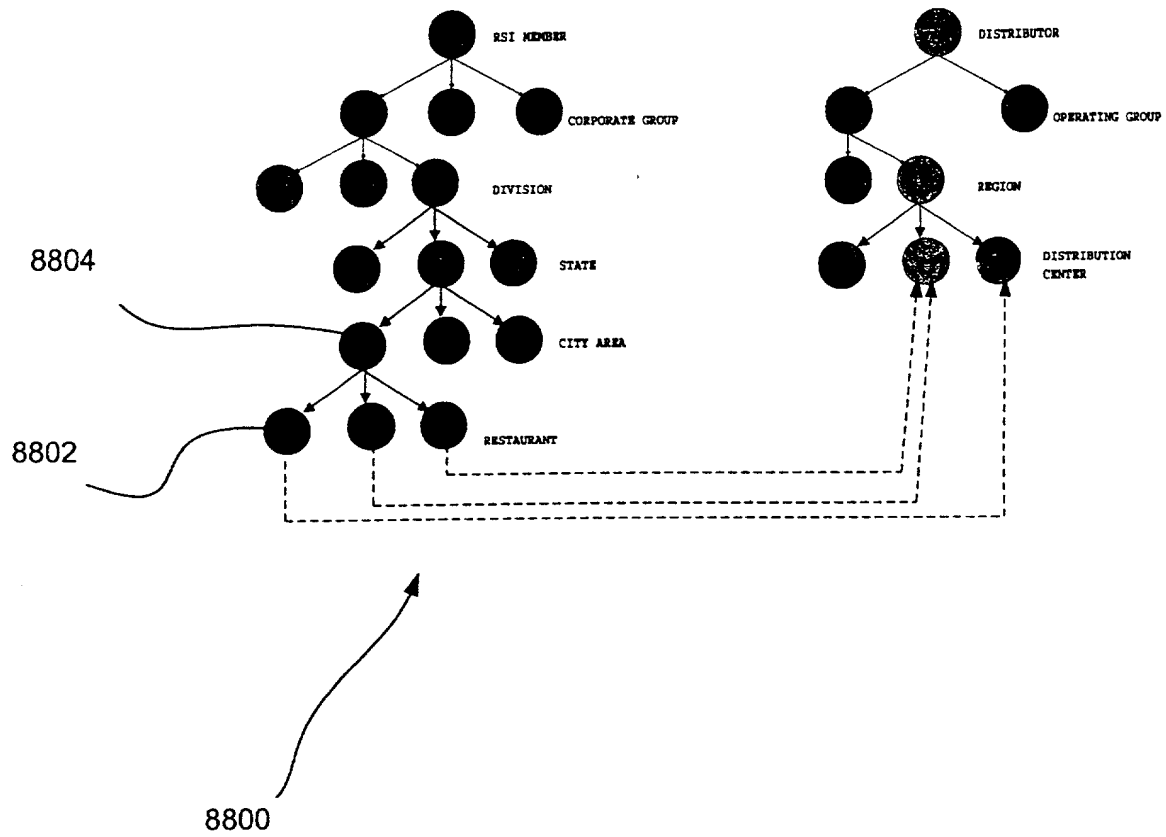


Fig. 88

8902

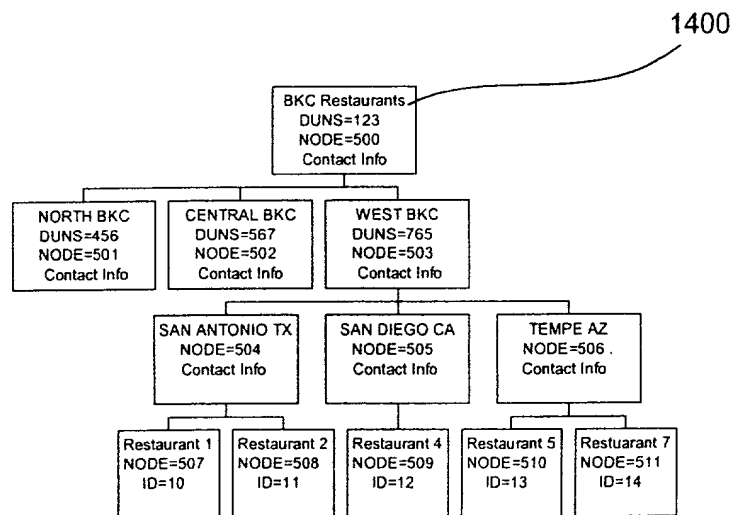


Fig. 89

9000

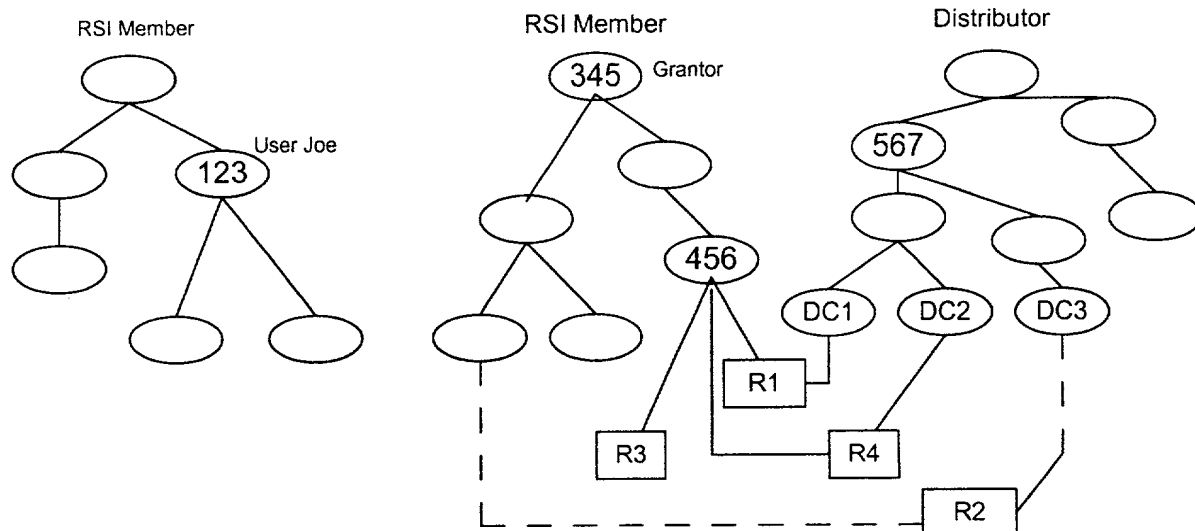


FIG. 90

9100

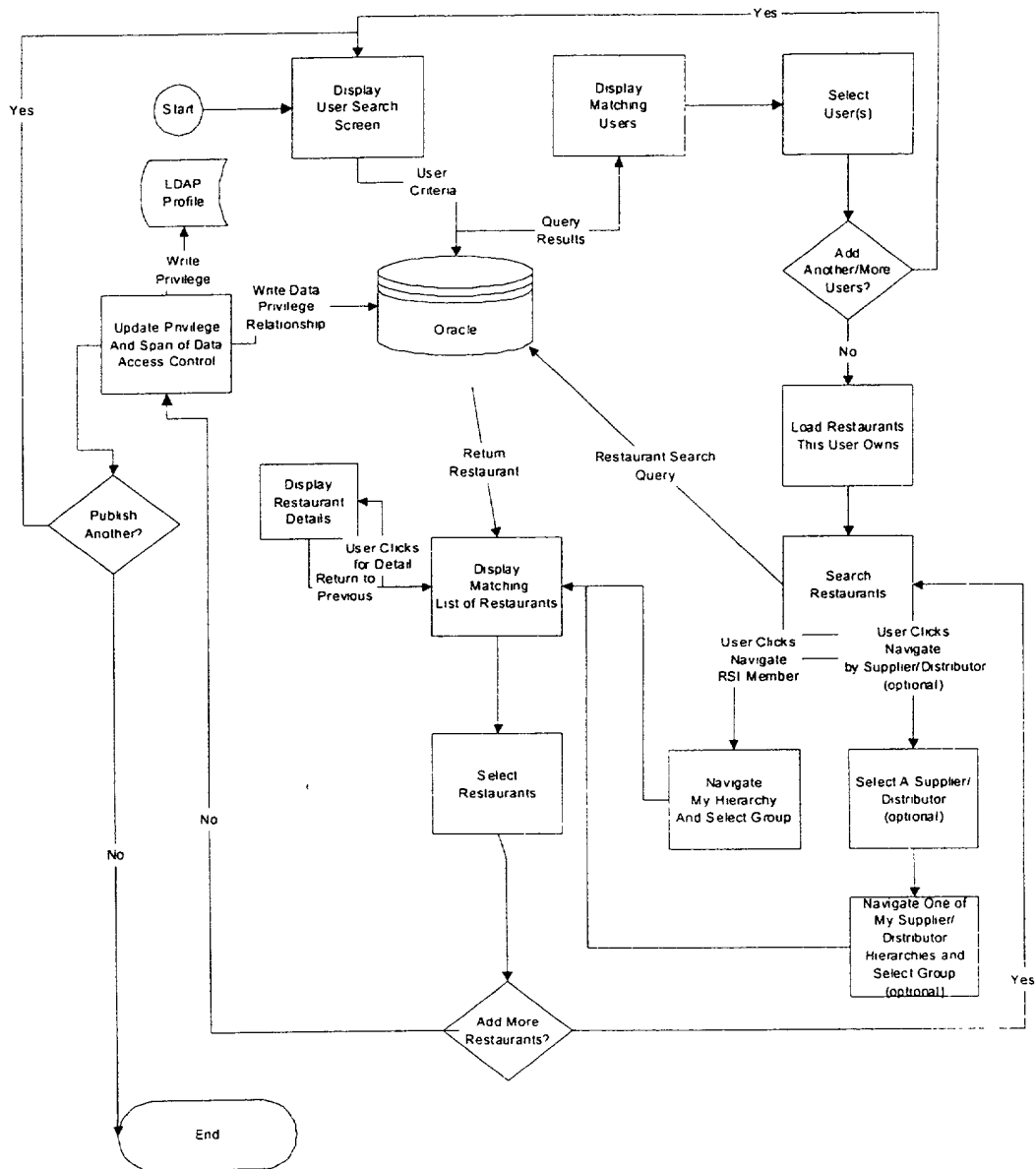


Fig. 91

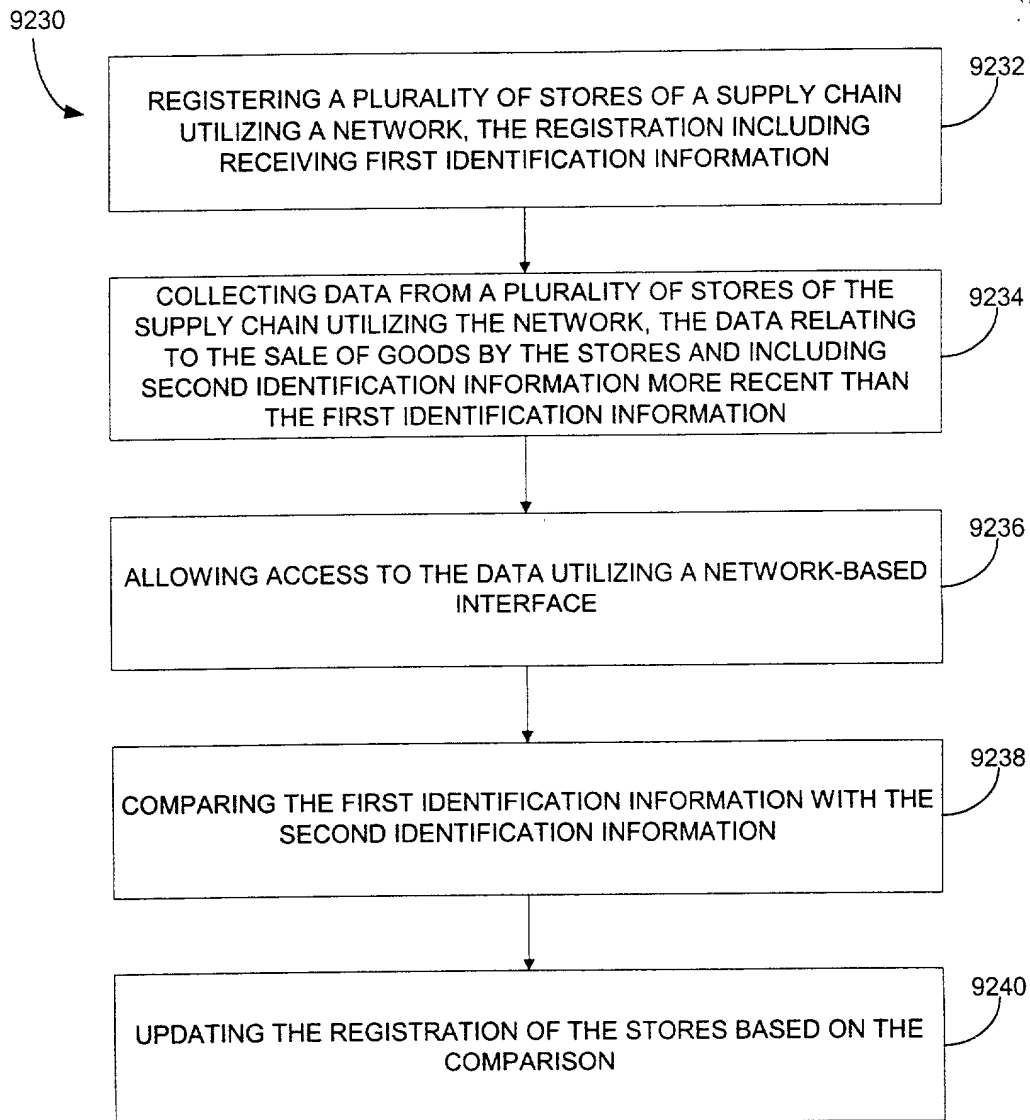


FIG. 92

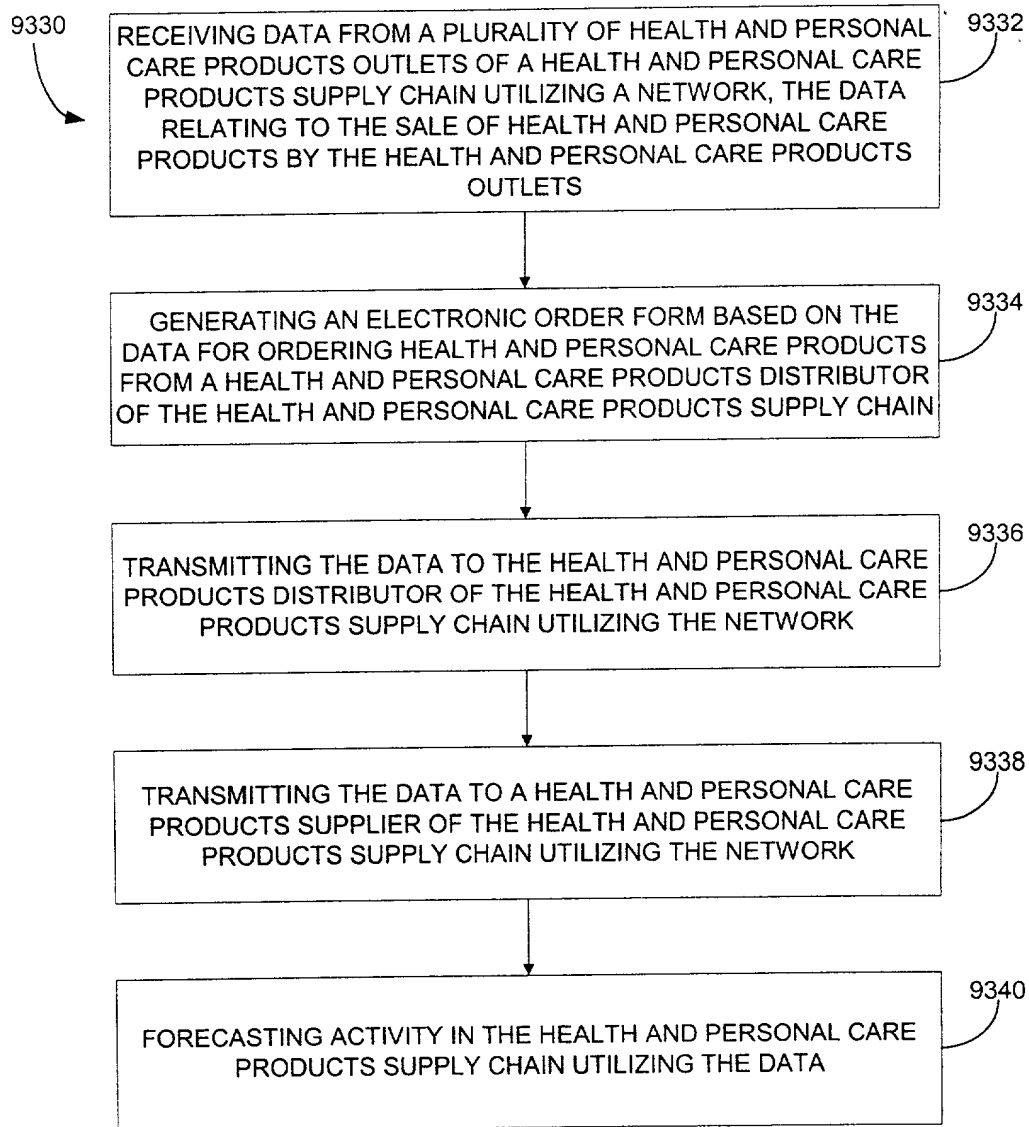


FIG. 93

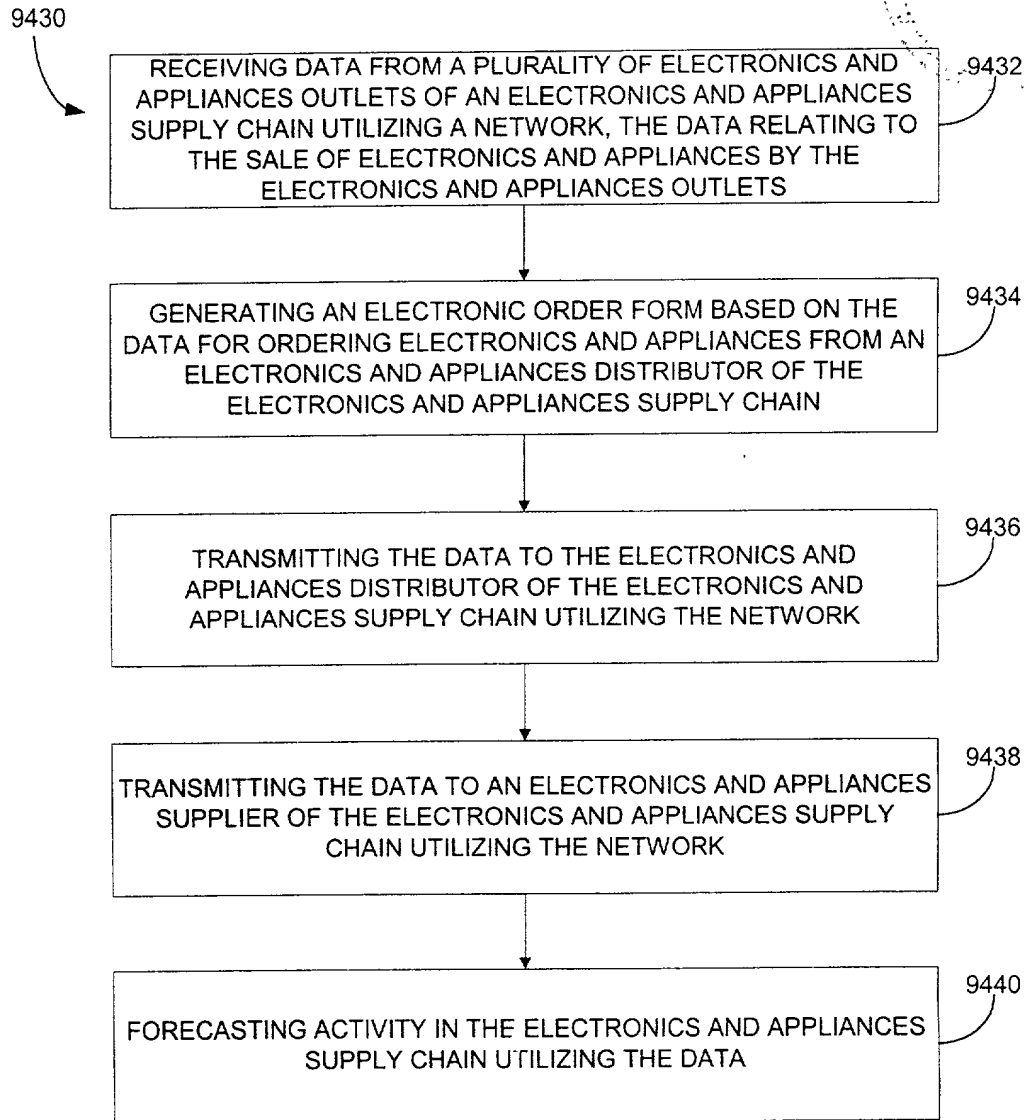


FIG. 94

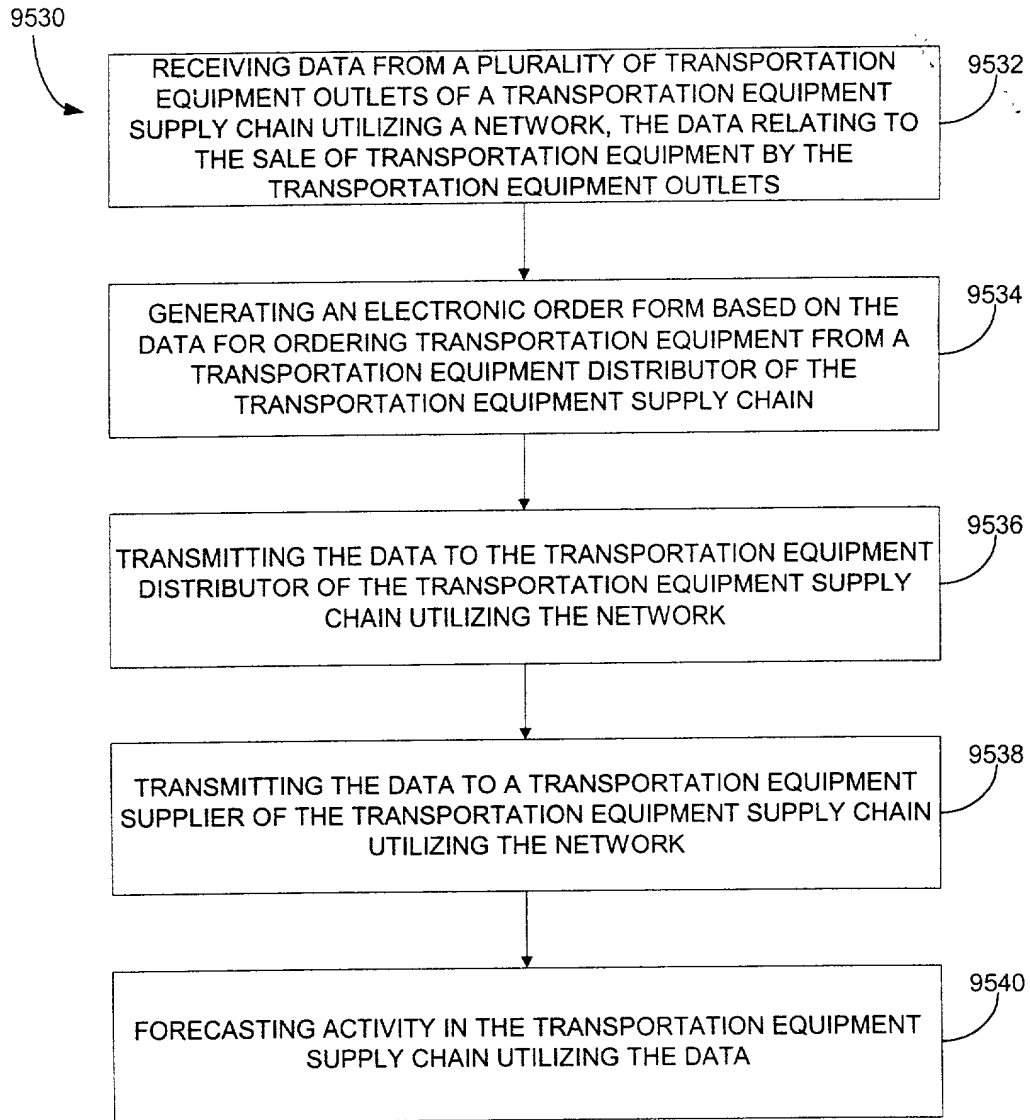


FIG. 95

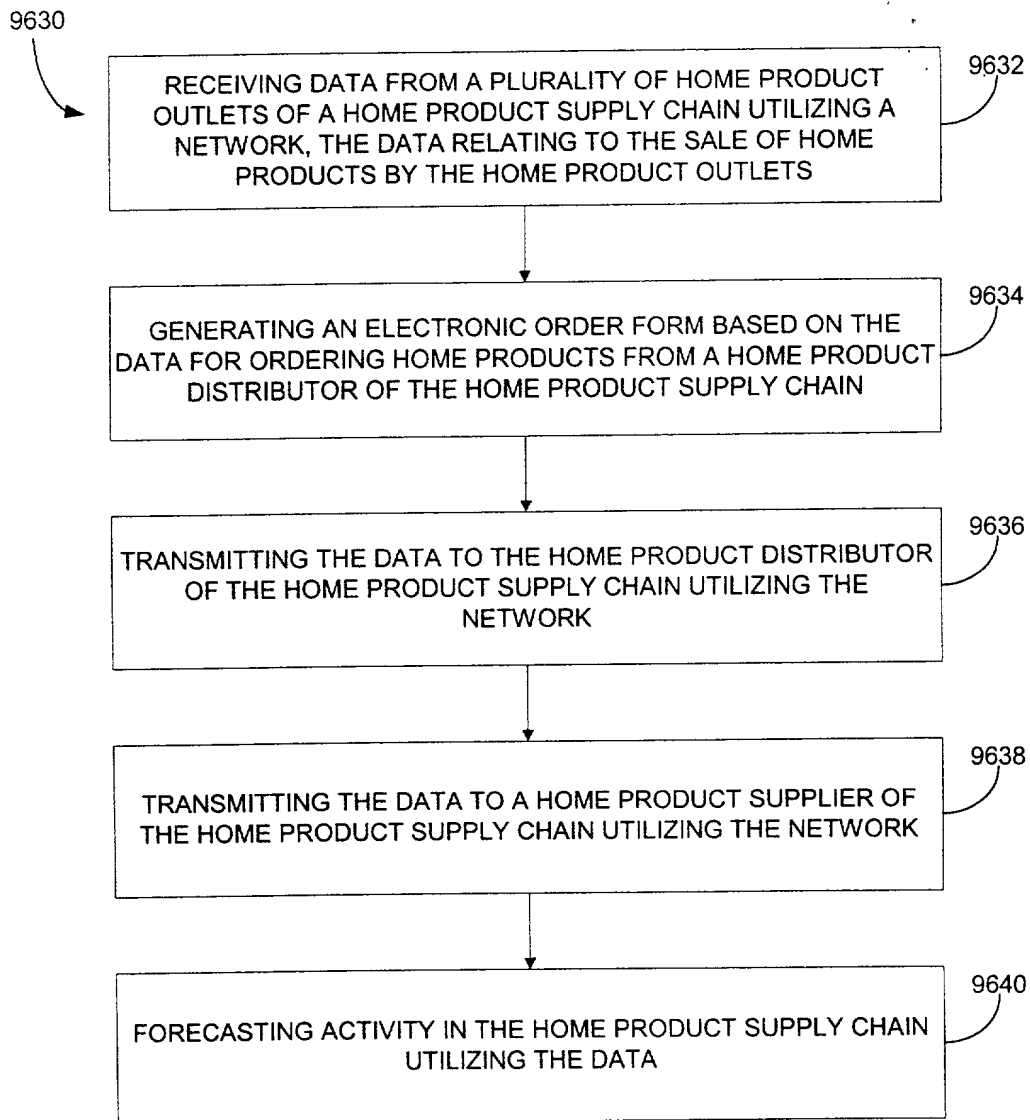


FIG. 96

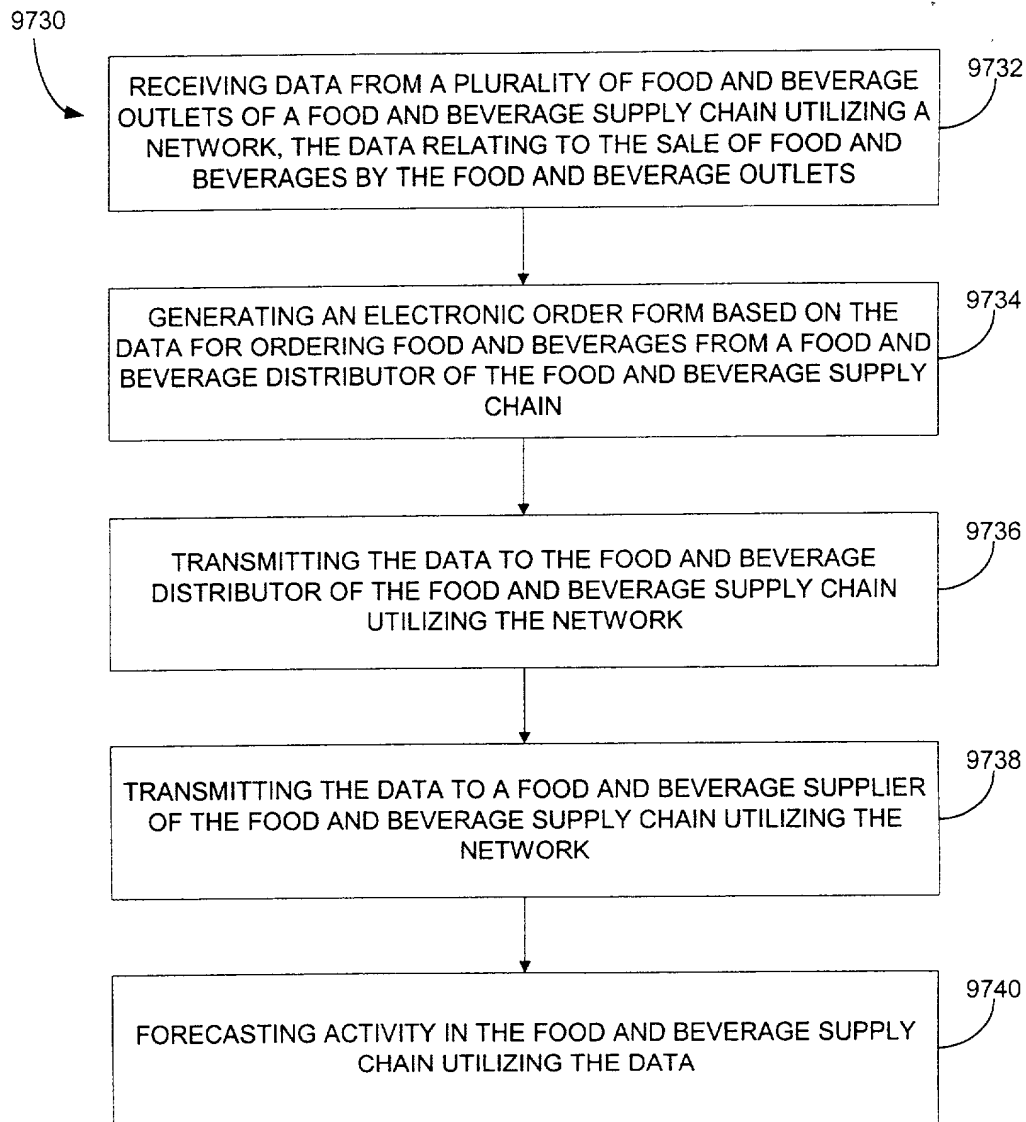


FIG. 97

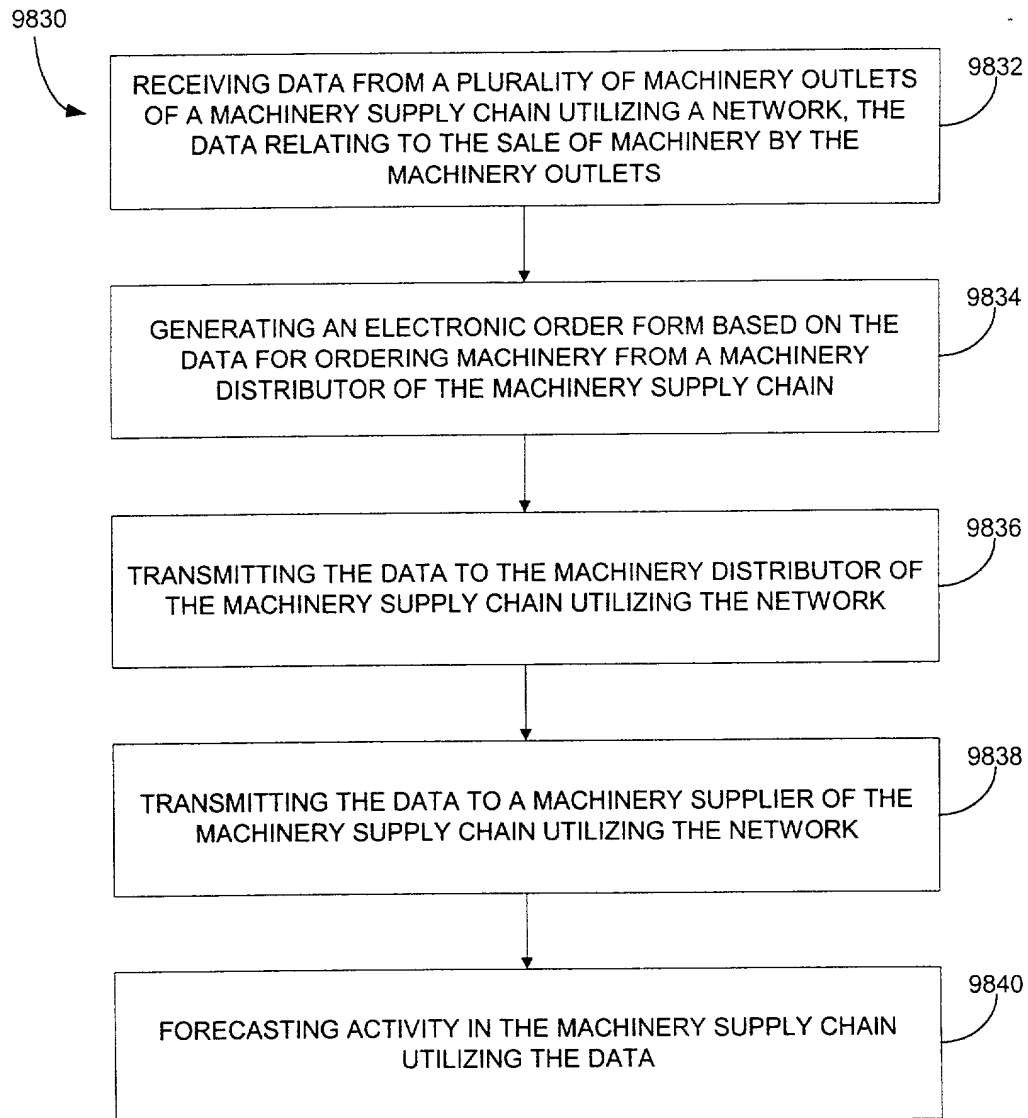


FIG. 98

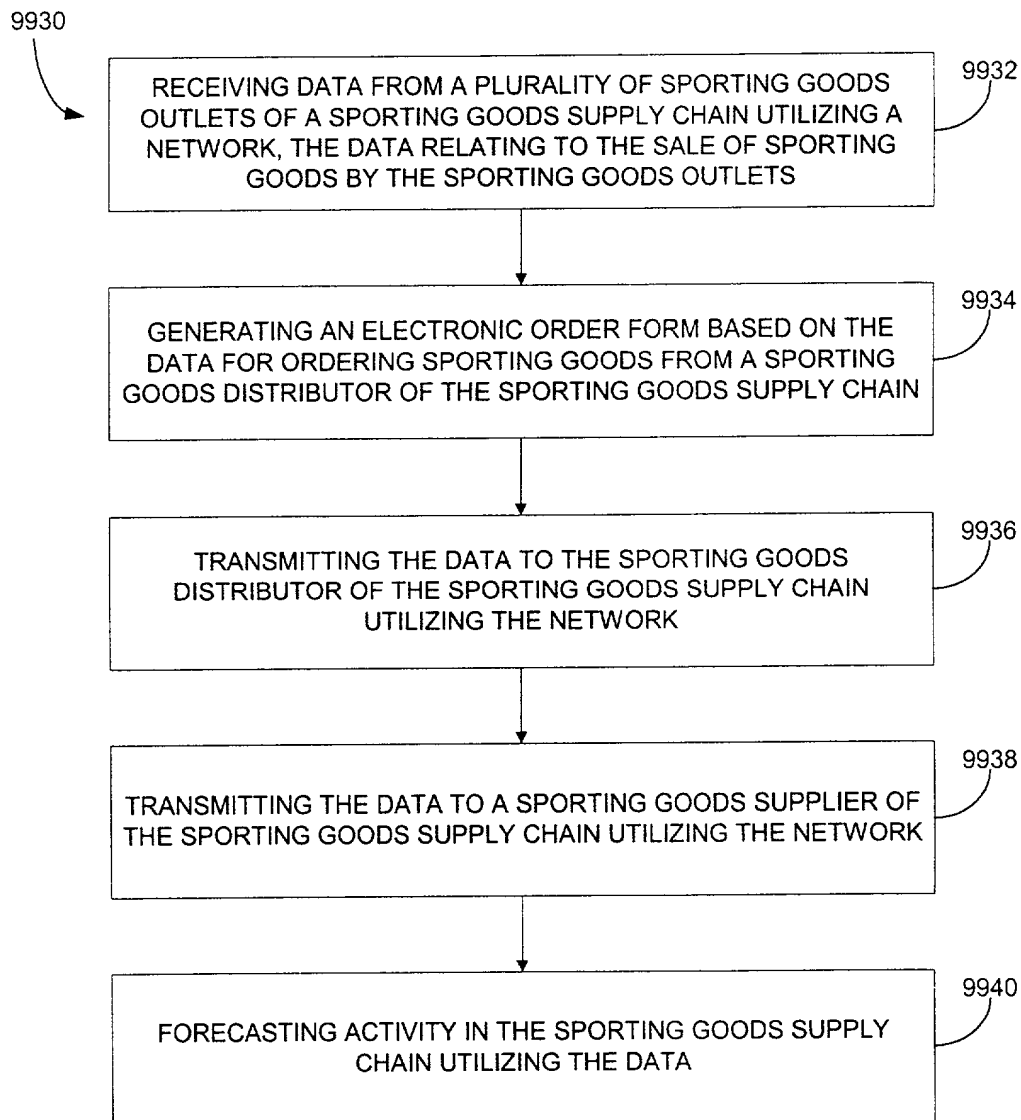


FIG. 99

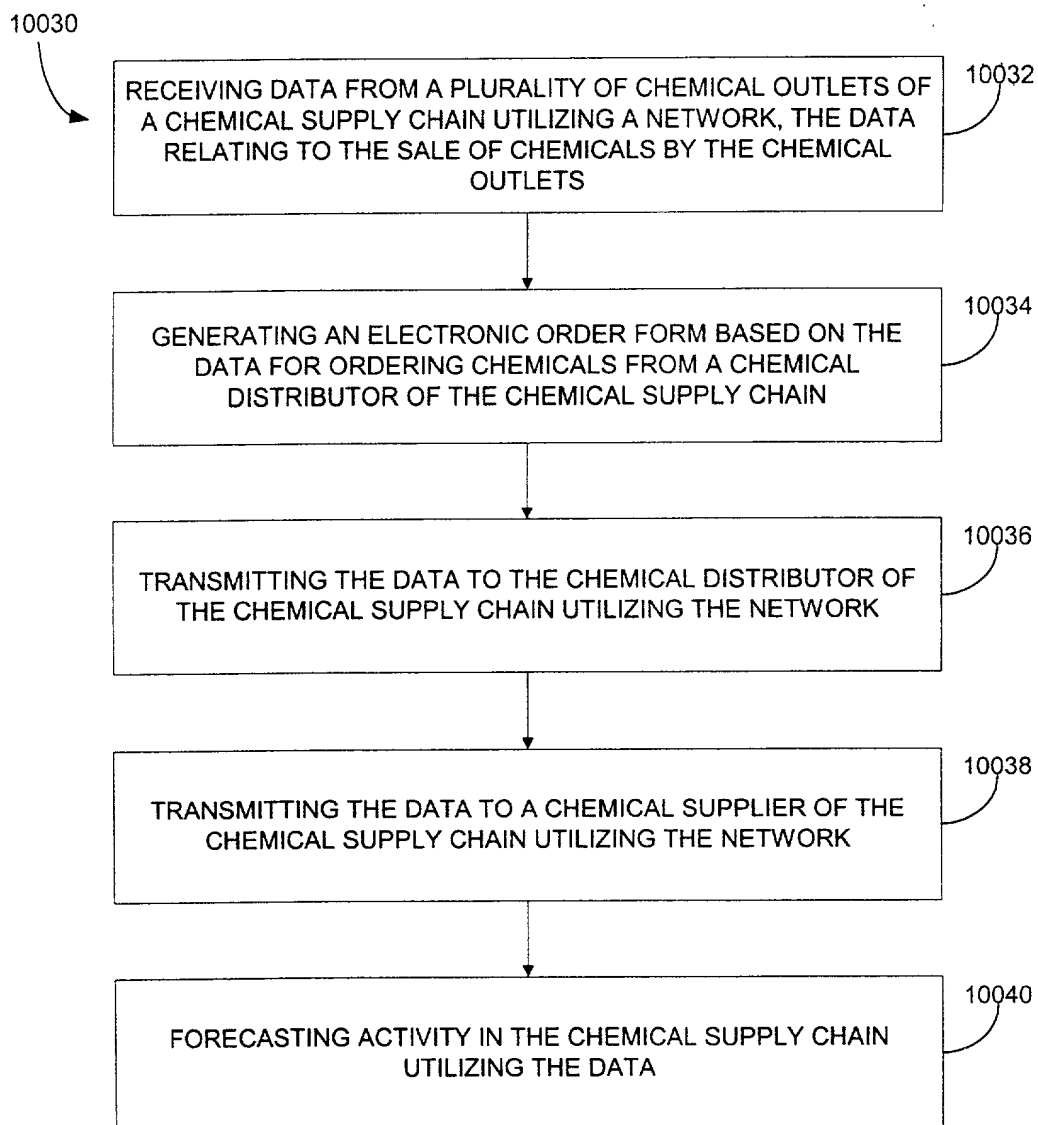


FIG. 100

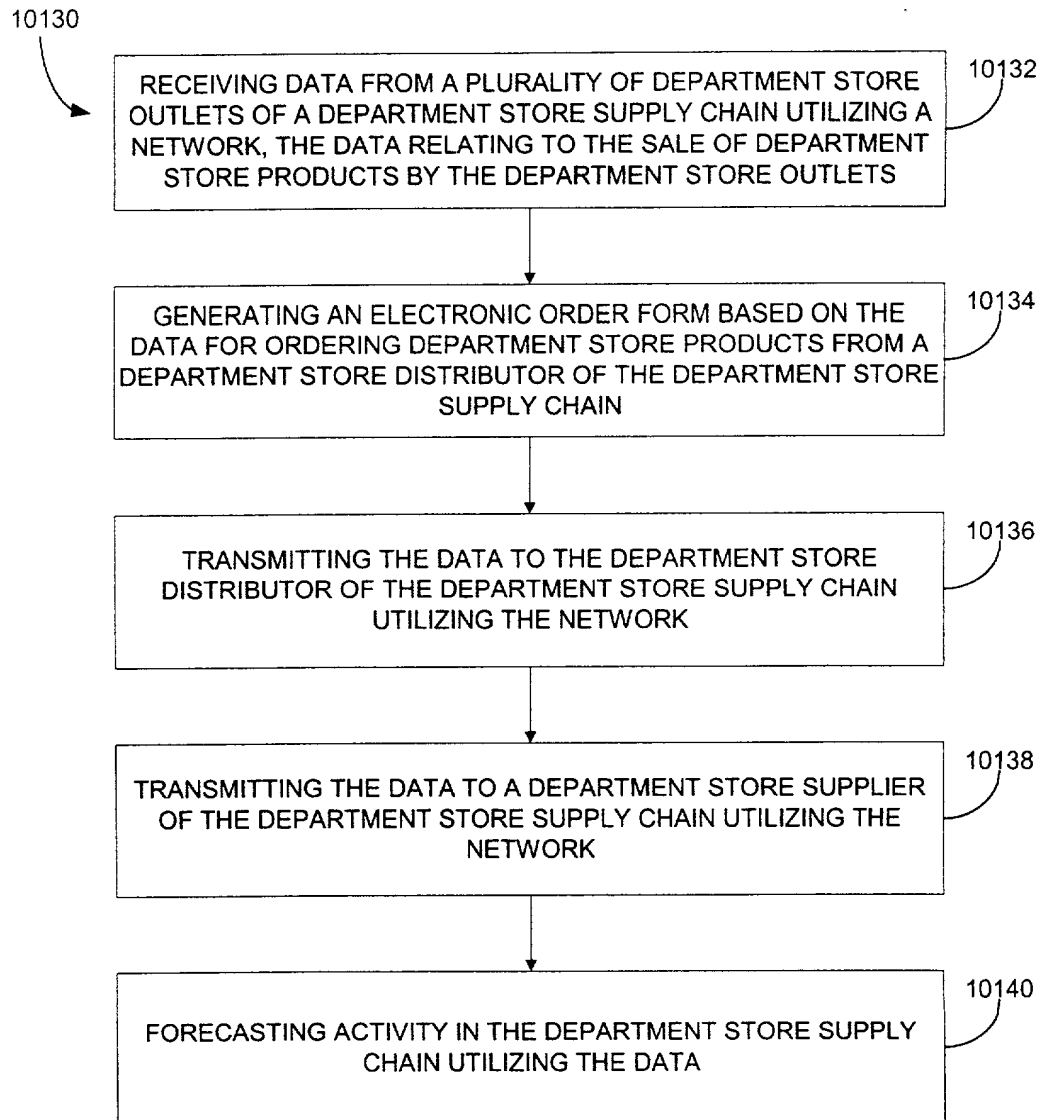


FIG. 101

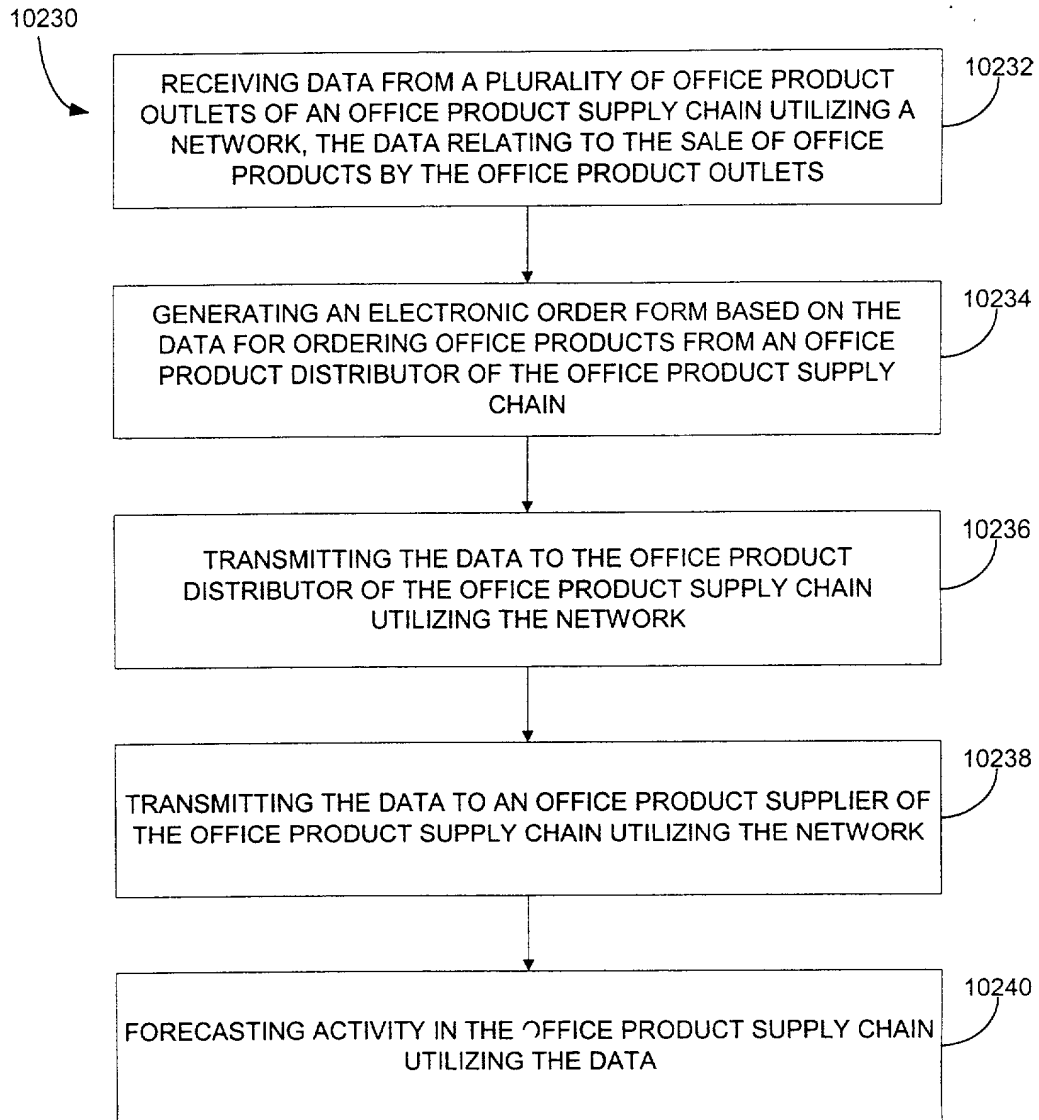


FIG. 102A

10260

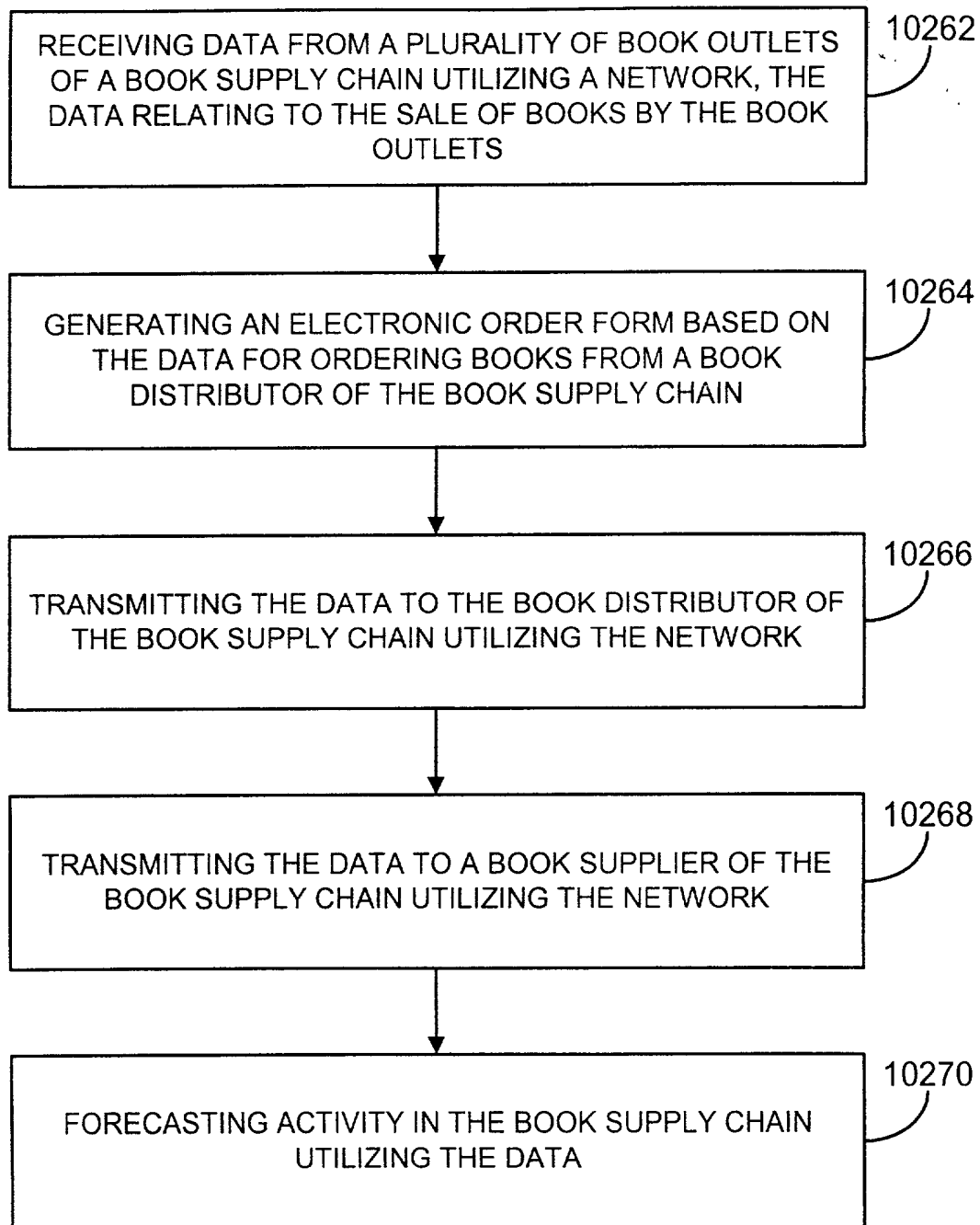


FIG. 102B

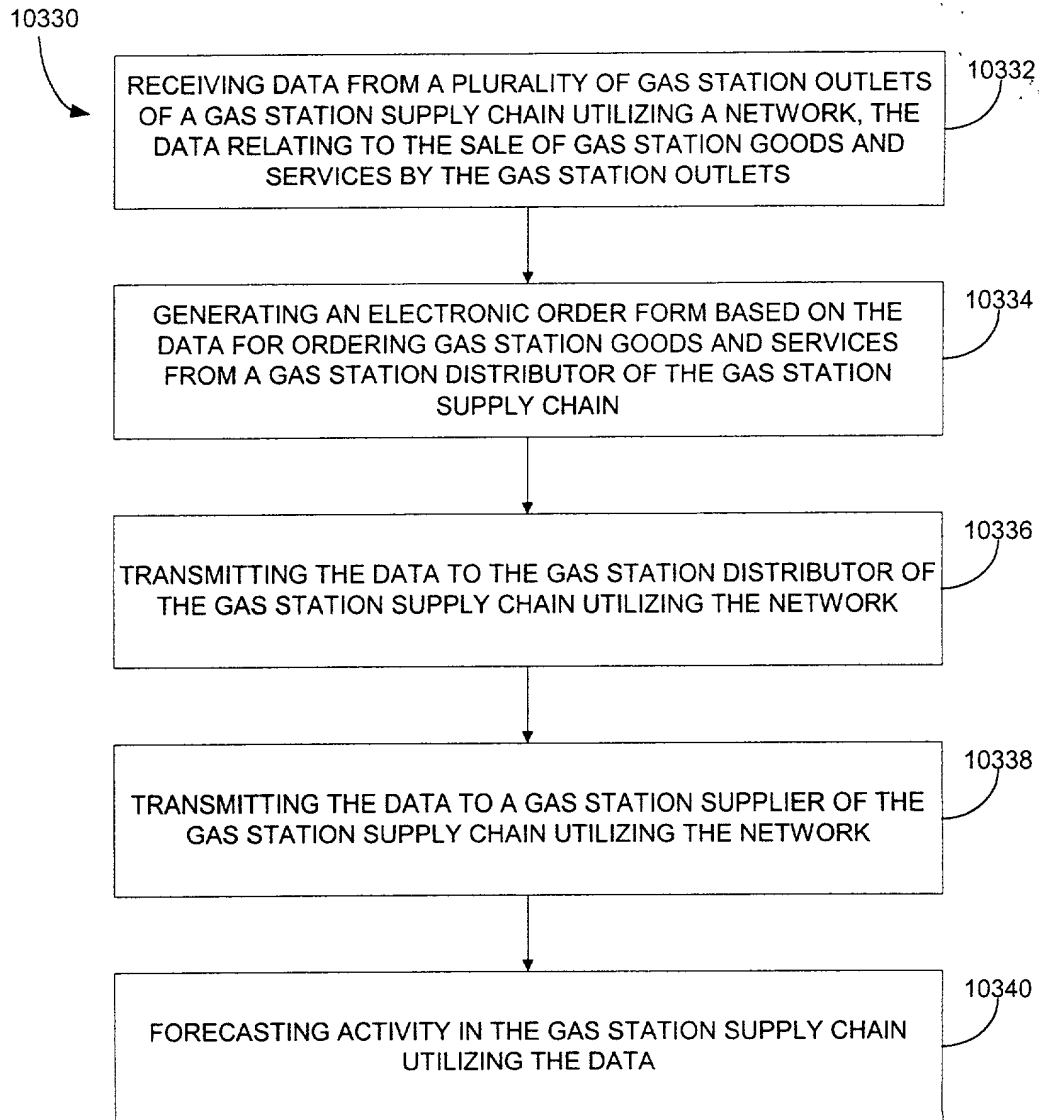


FIG. 103

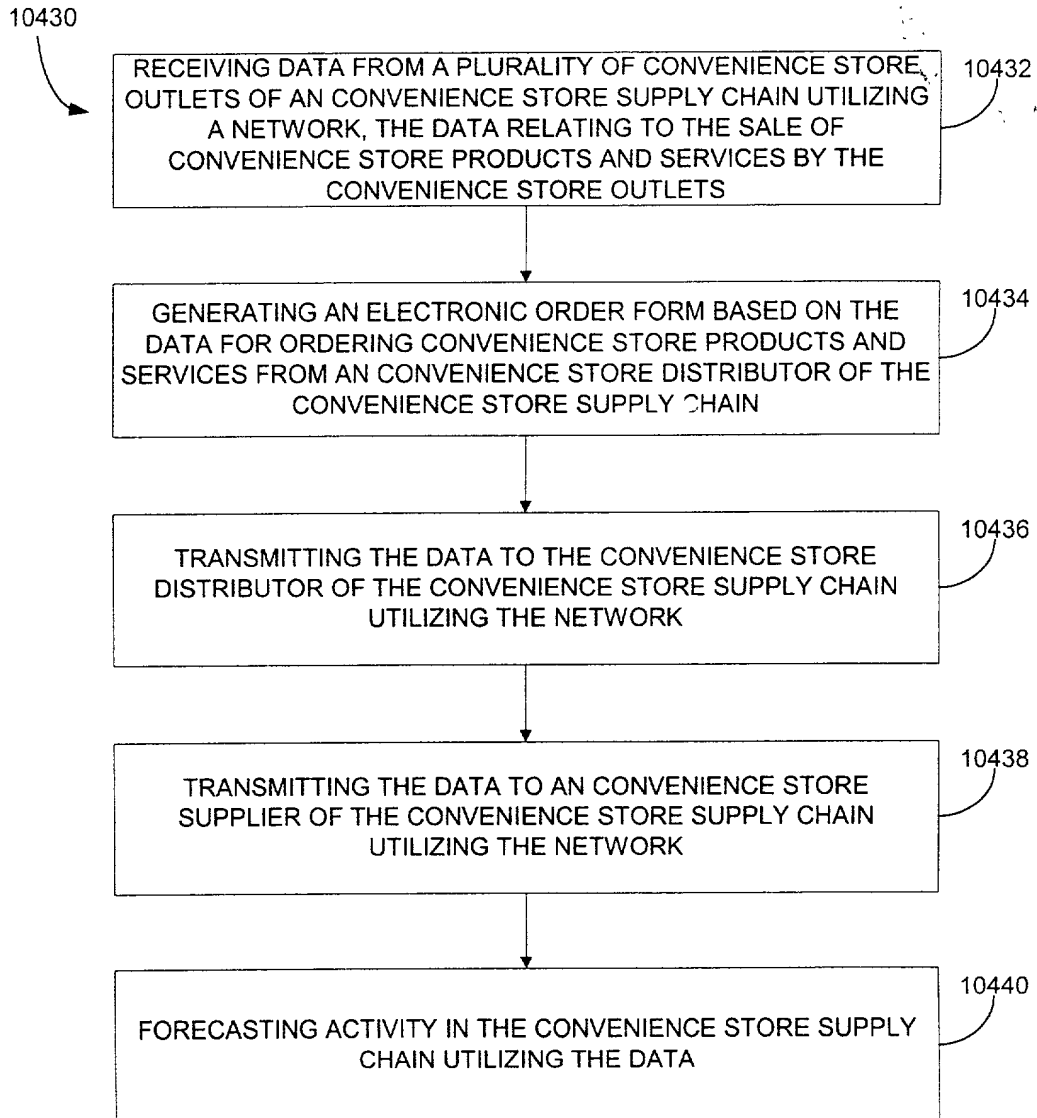


FIG. 104A

10460

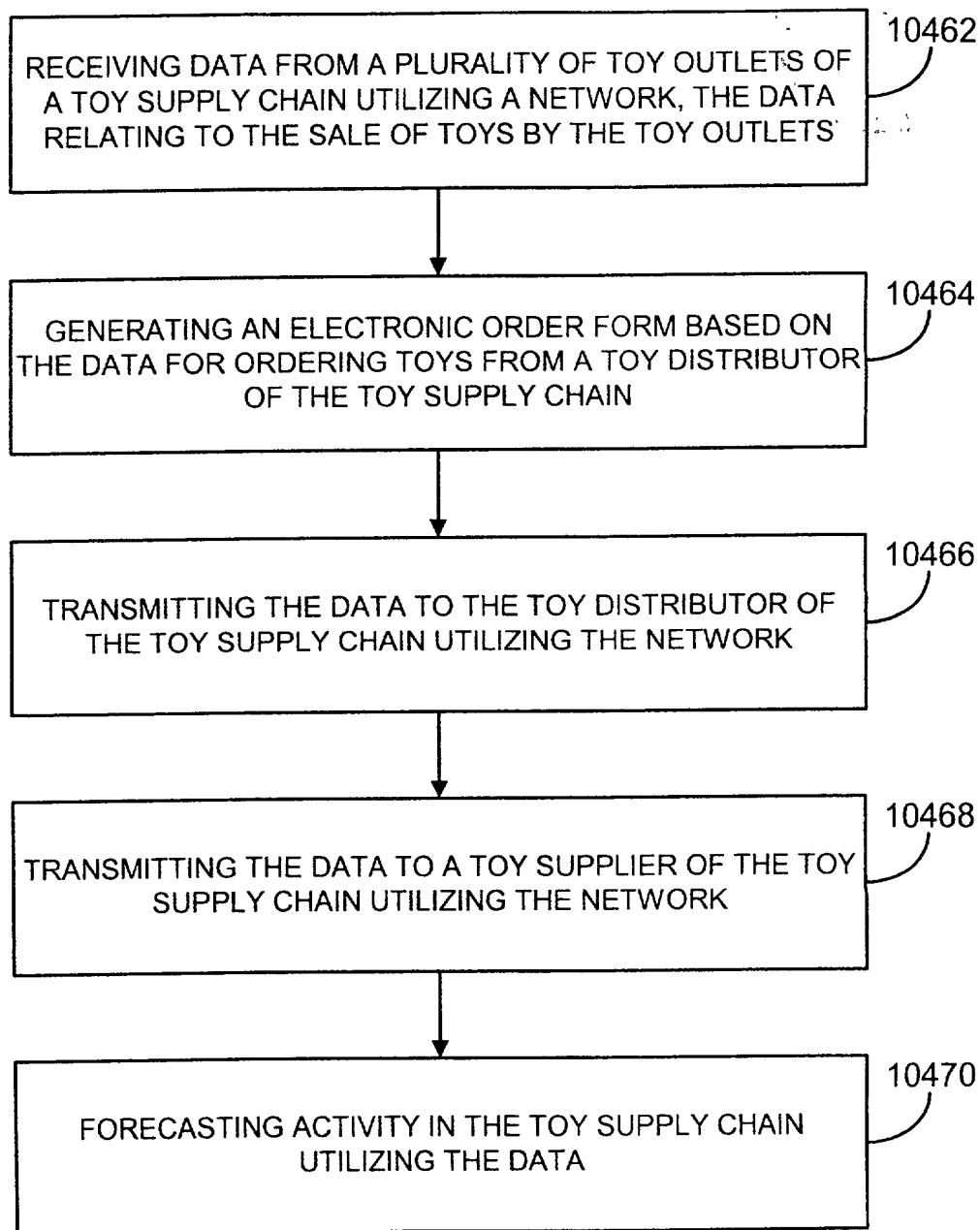


FIG. 104B

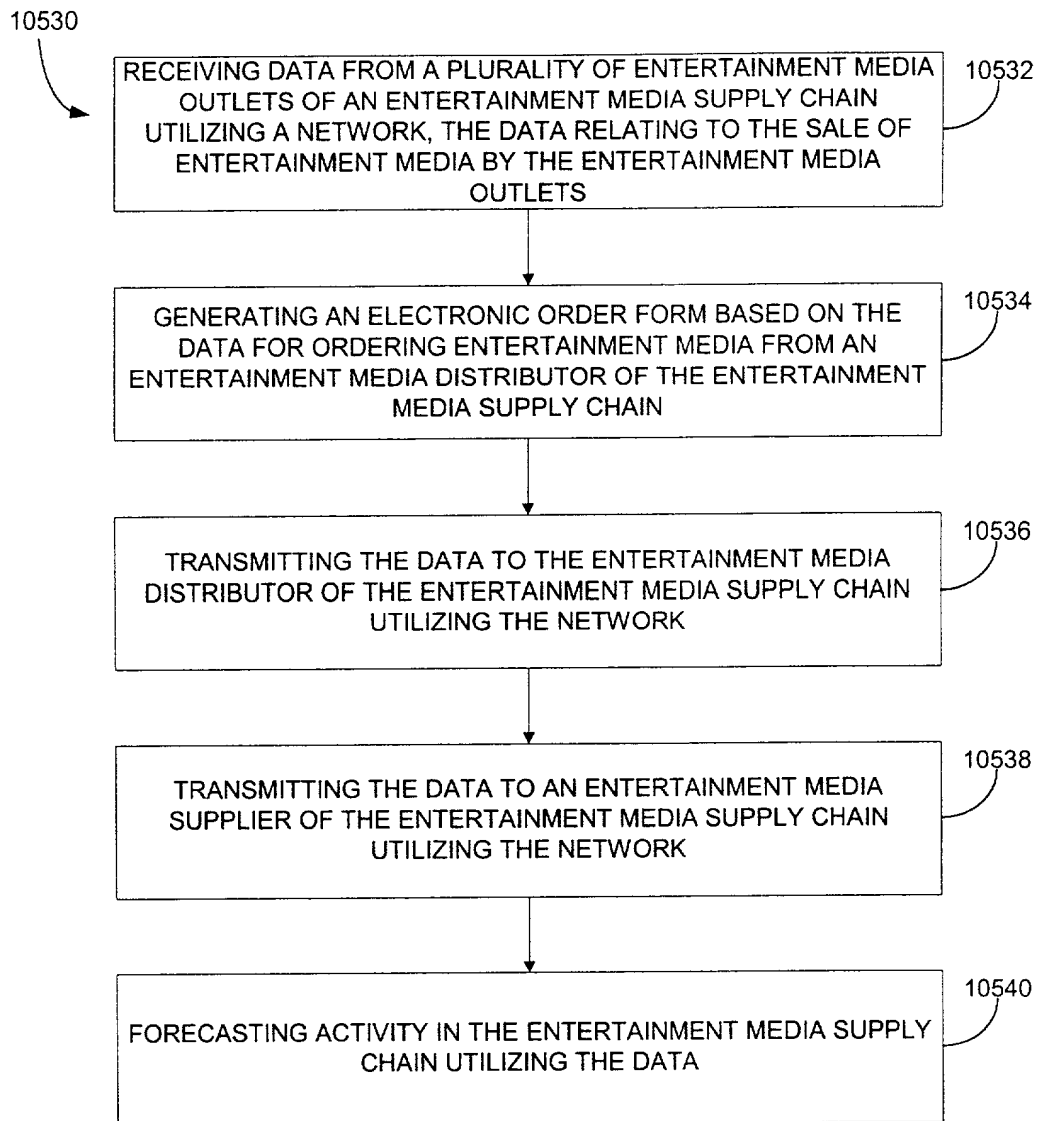


FIG. 105

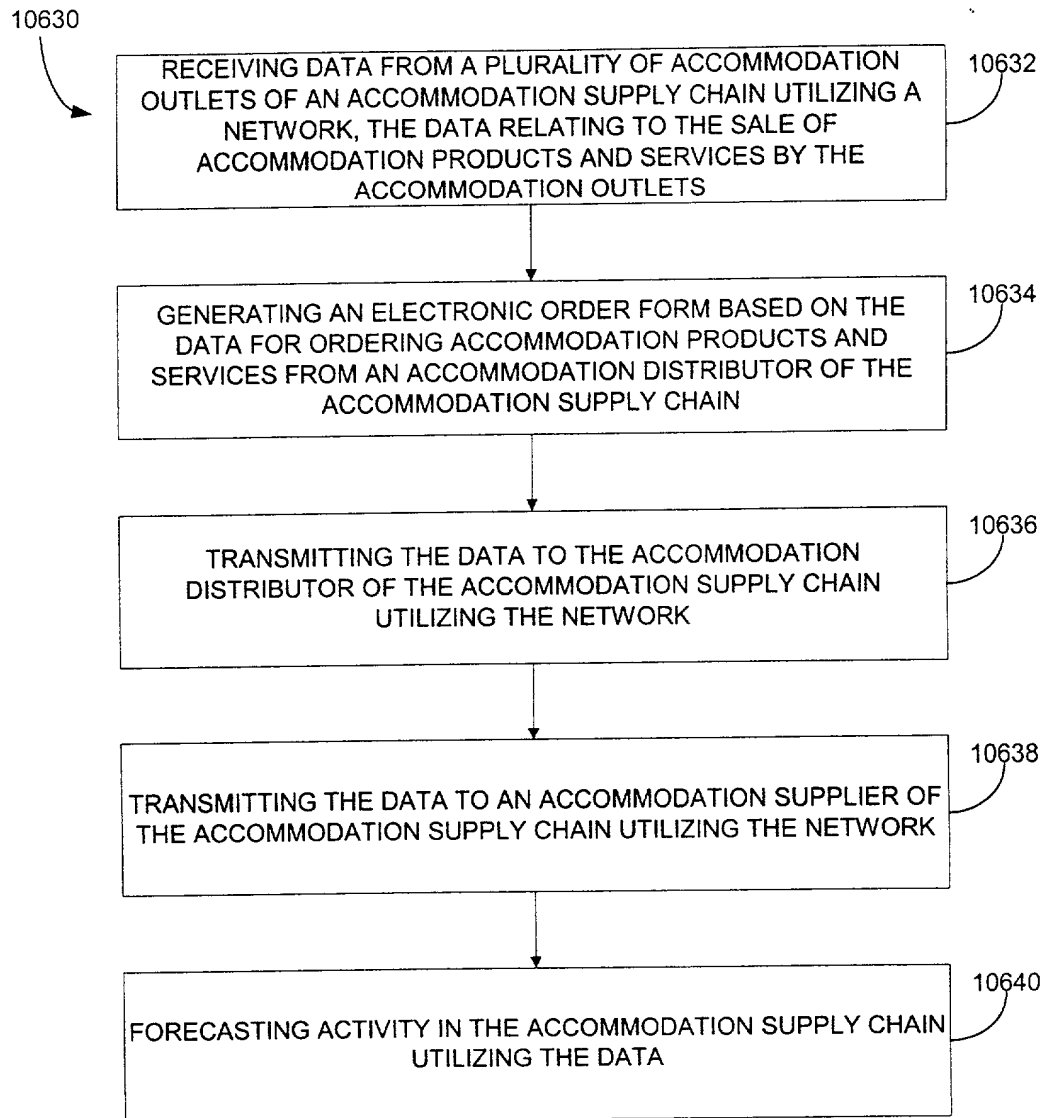


FIG. 106

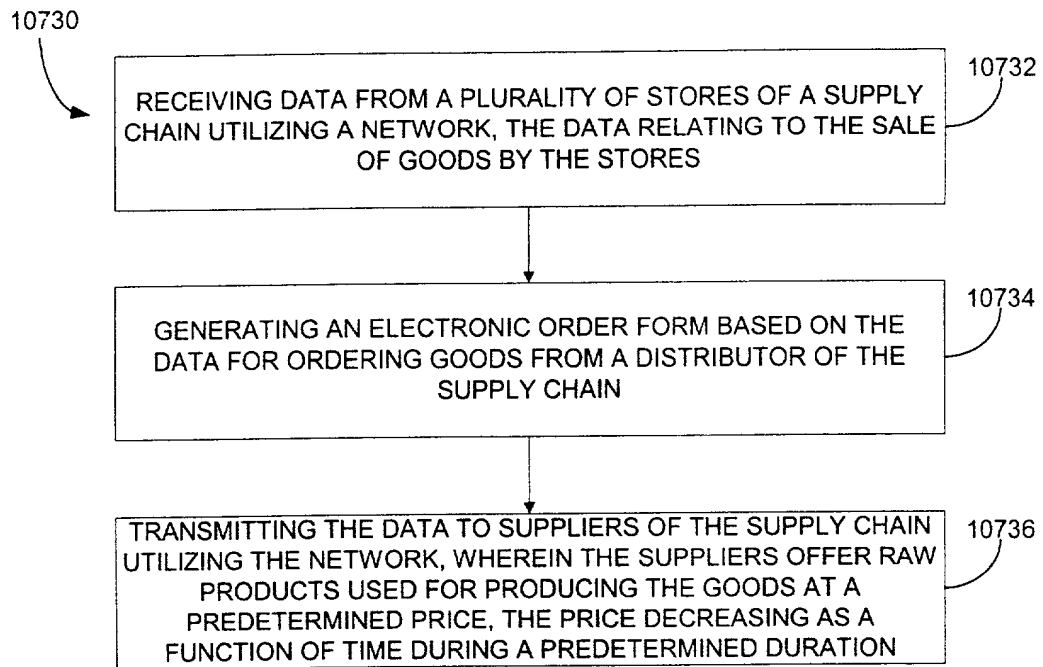


FIG. 107

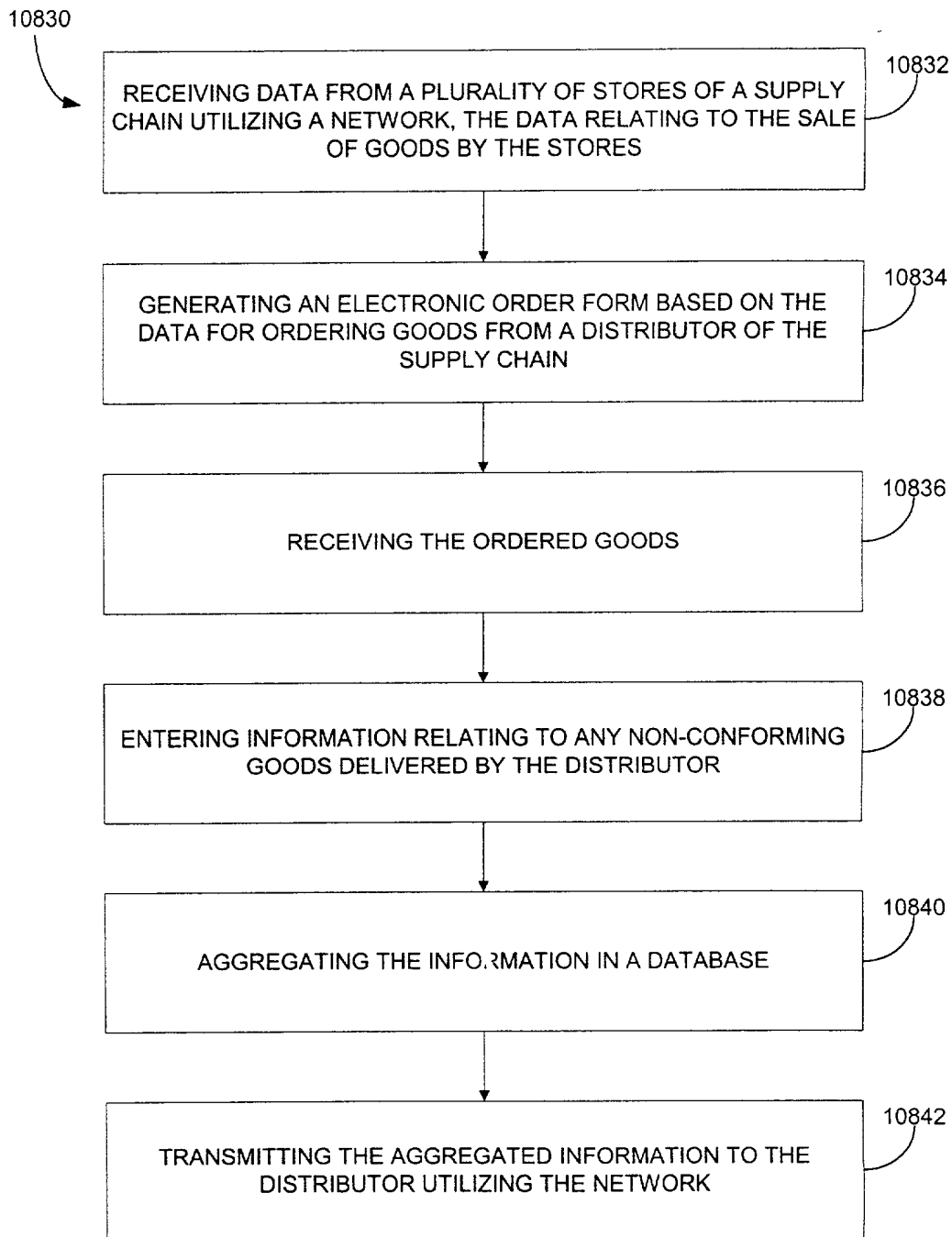


FIG. 108

10900

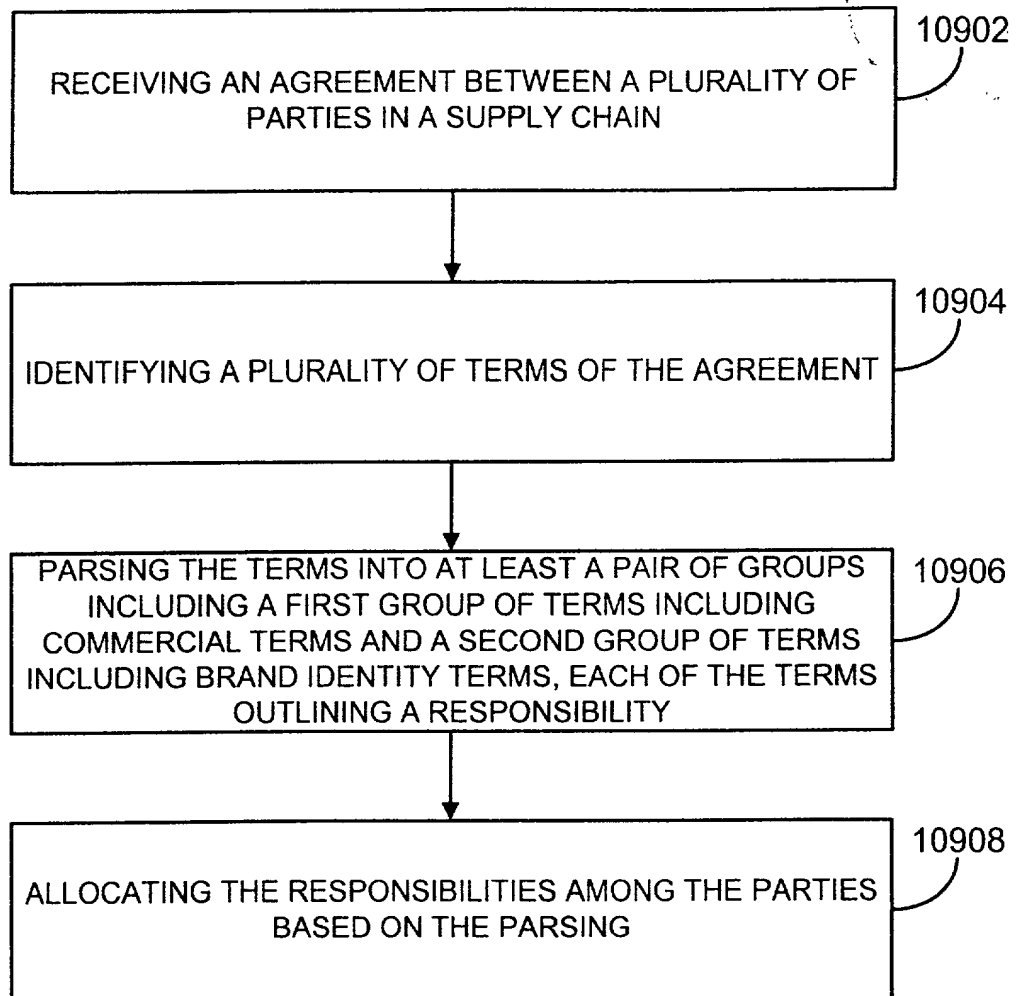


FIG. 109

11000

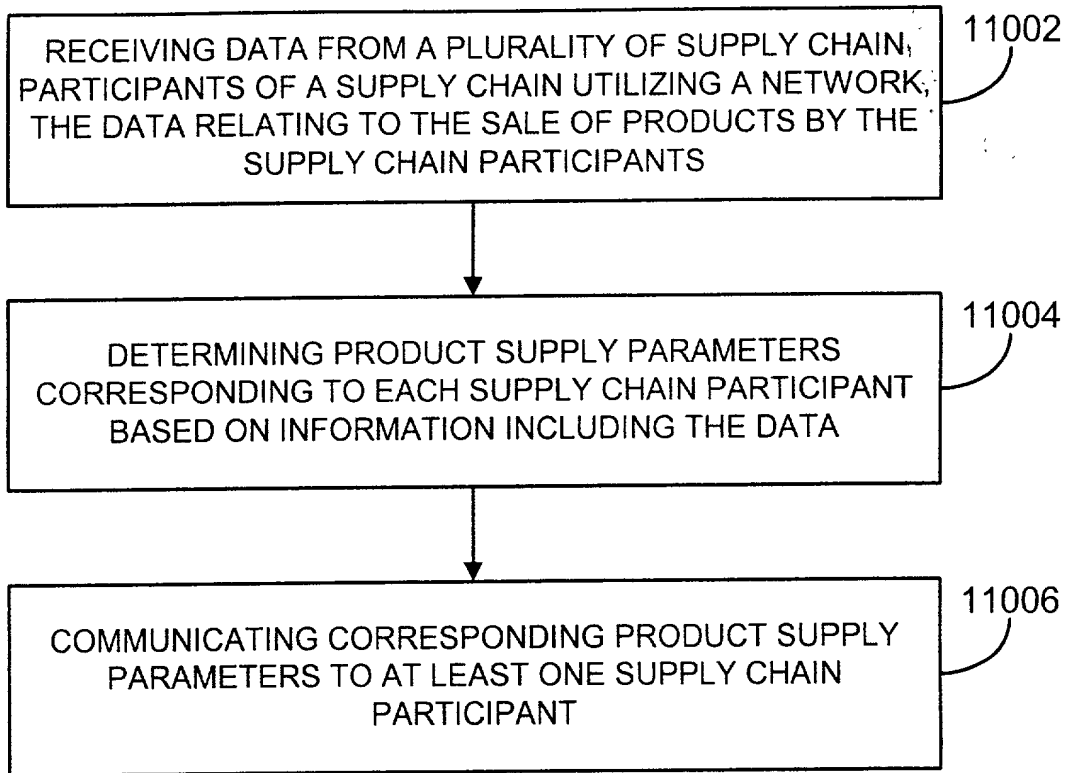


FIG. 110

11100

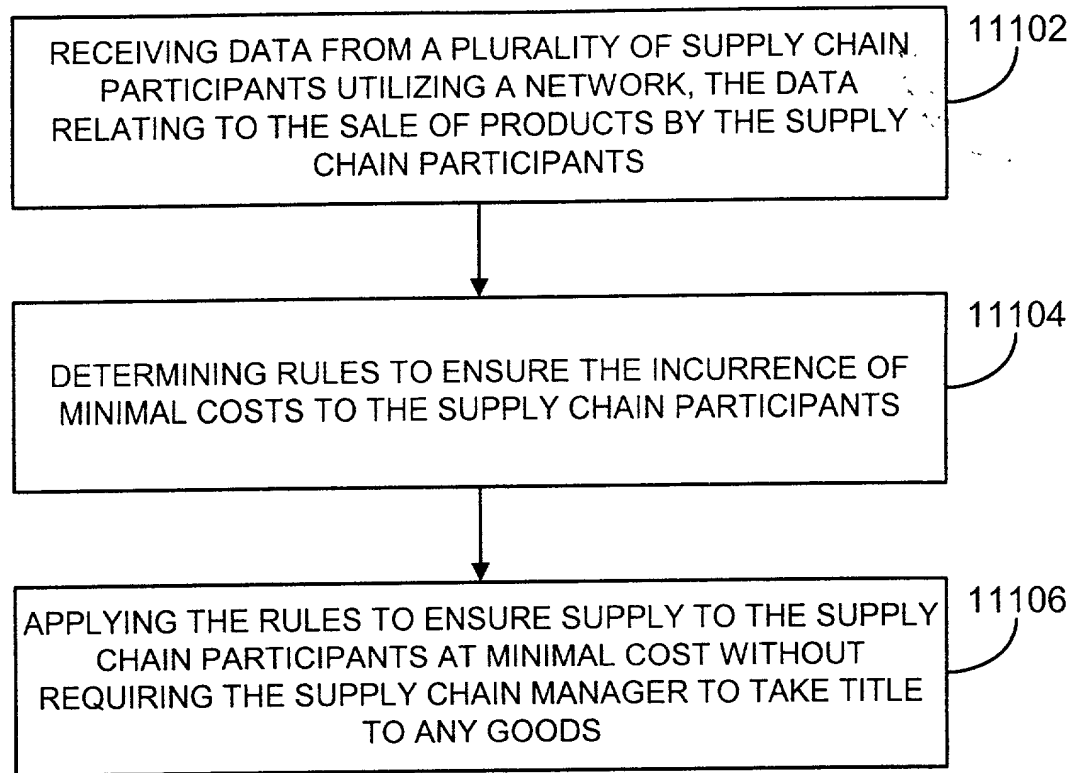


FIG. 111

11200

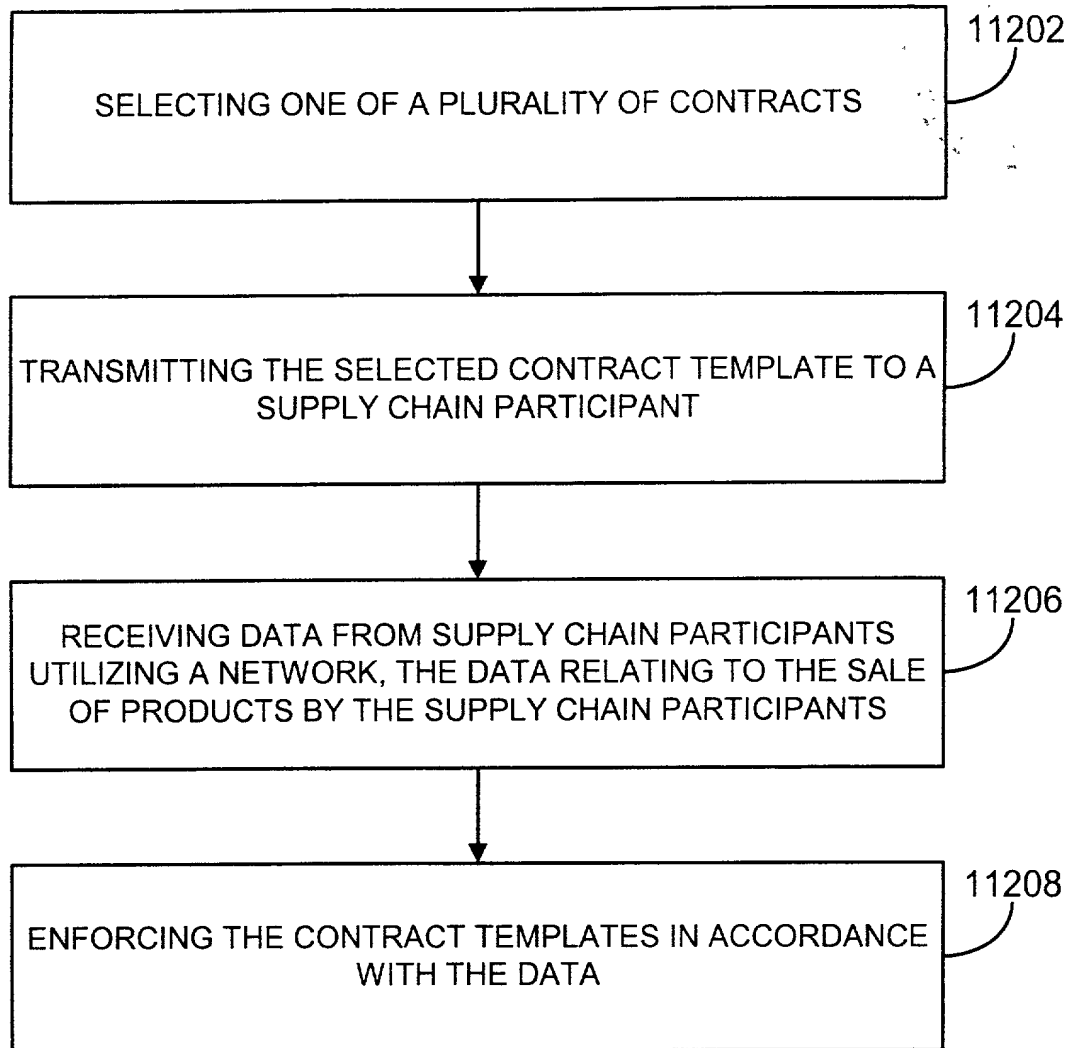


FIG. 112

11300

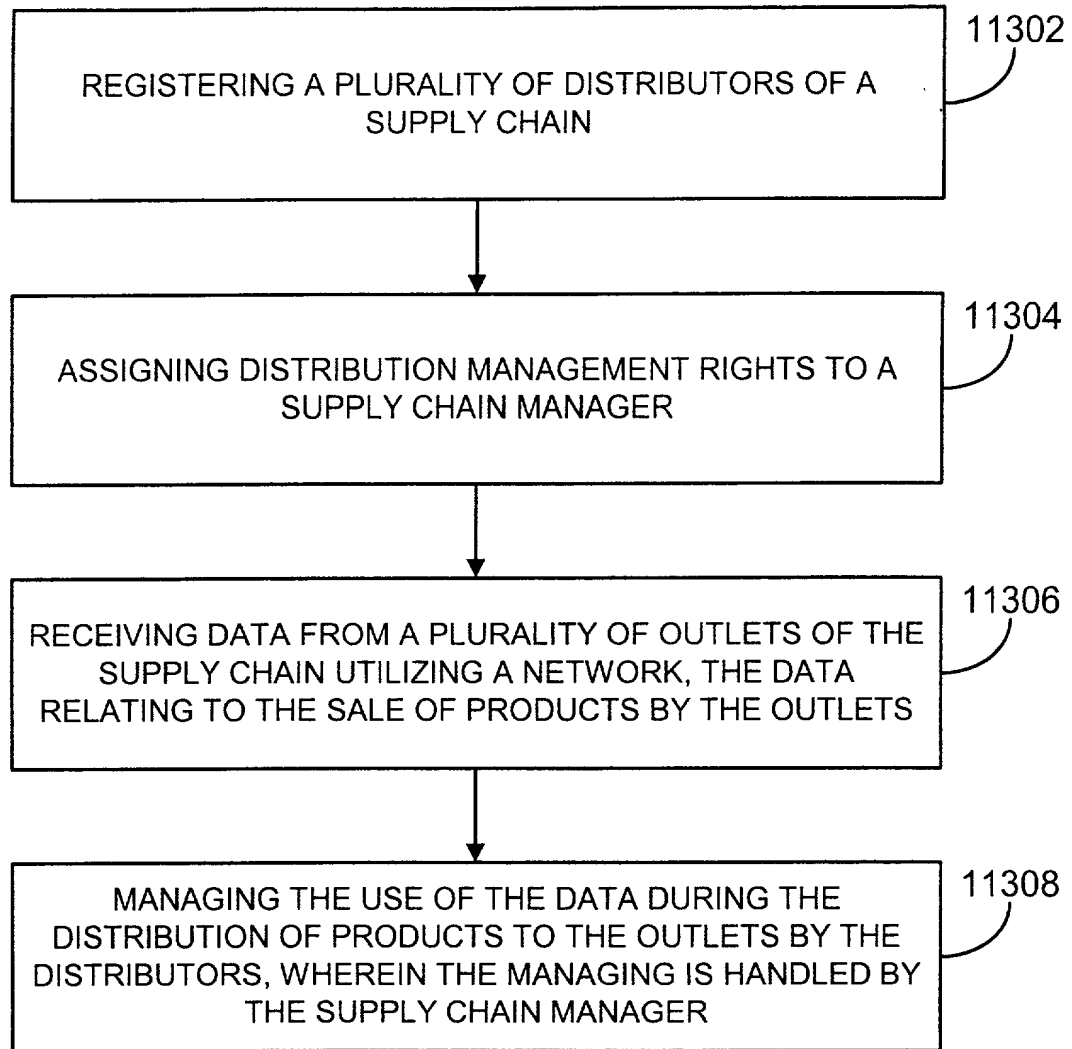


FIG. 113

11400

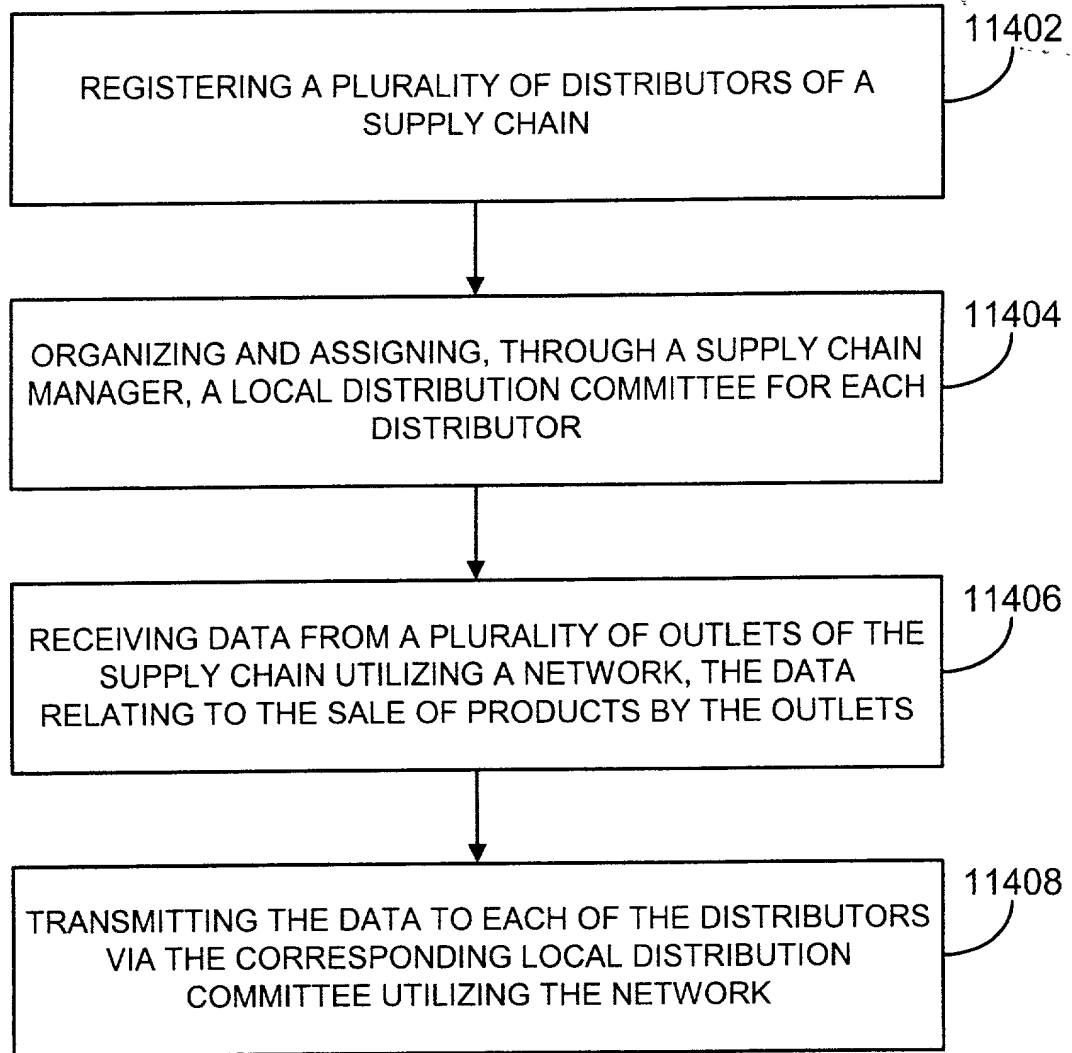


FIG. 114

11500

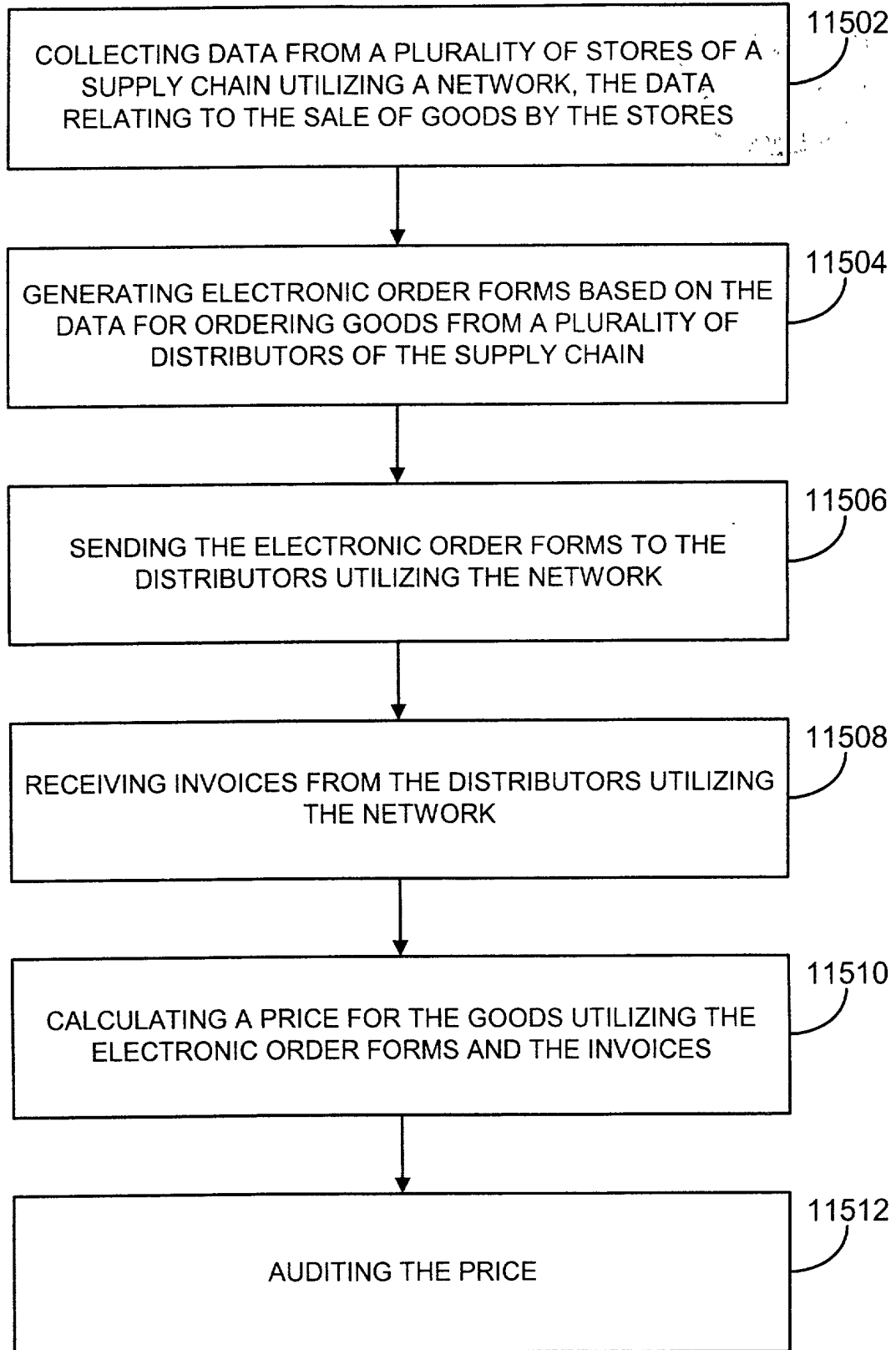


FIG. 115

11600

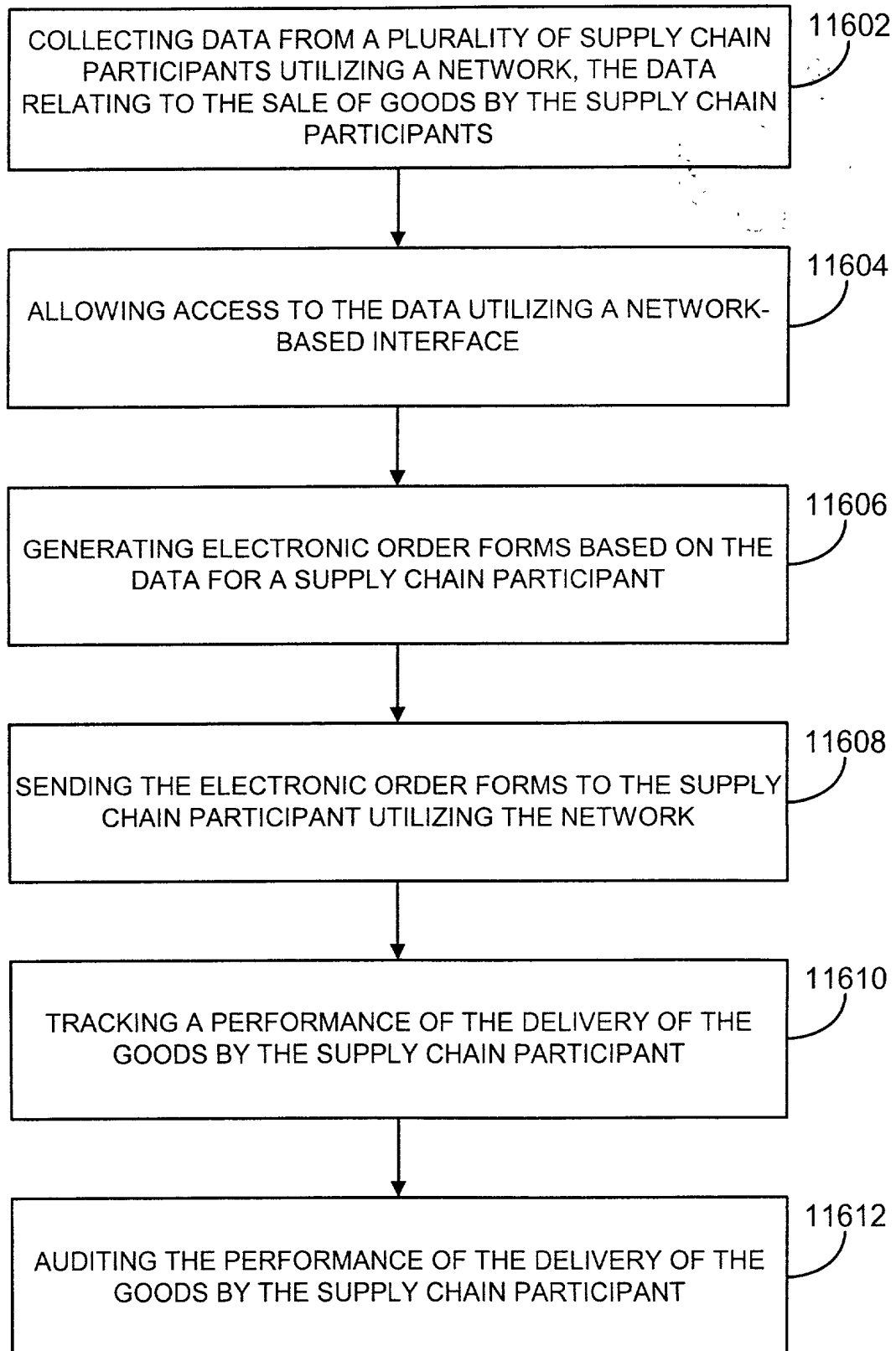


FIG. 116

11700

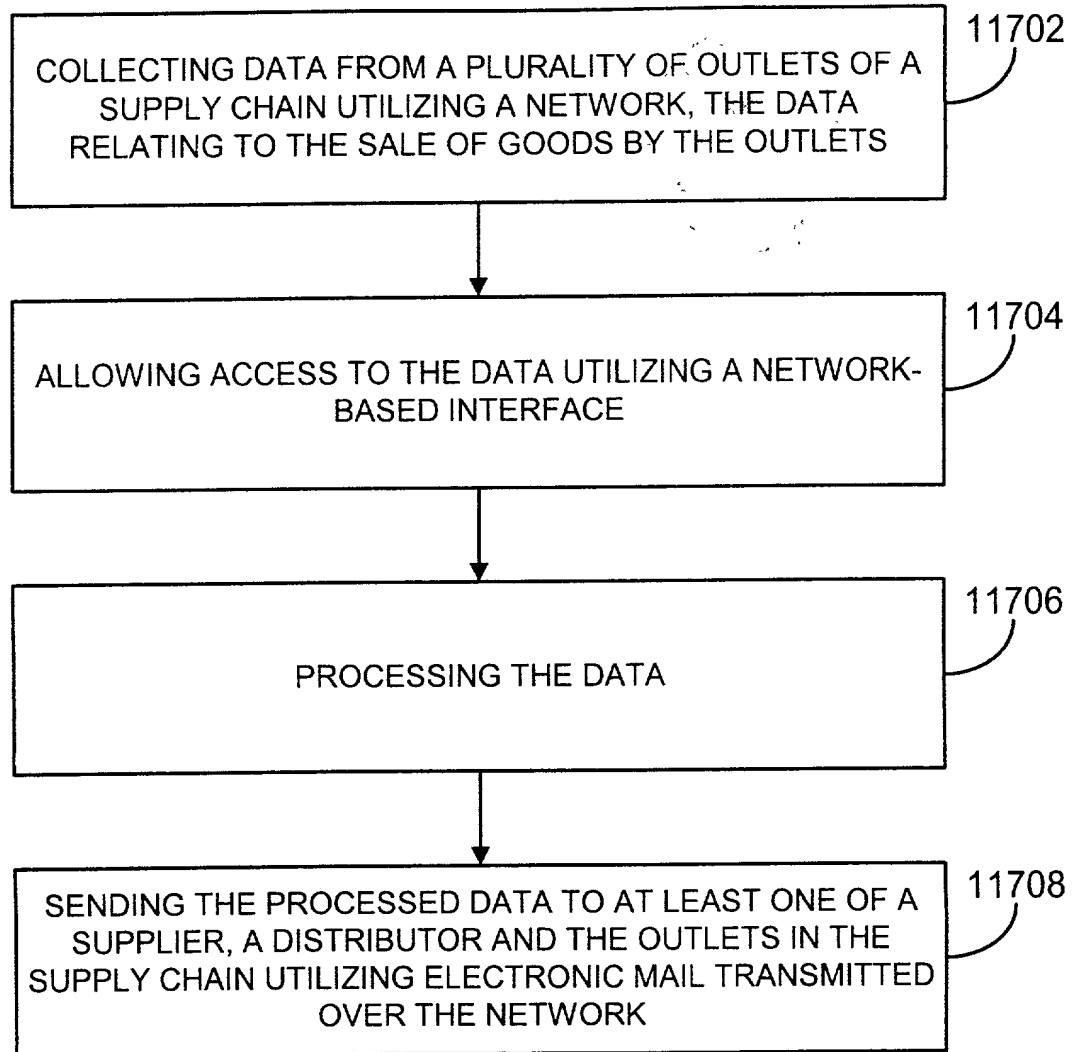


FIG. 117

11800

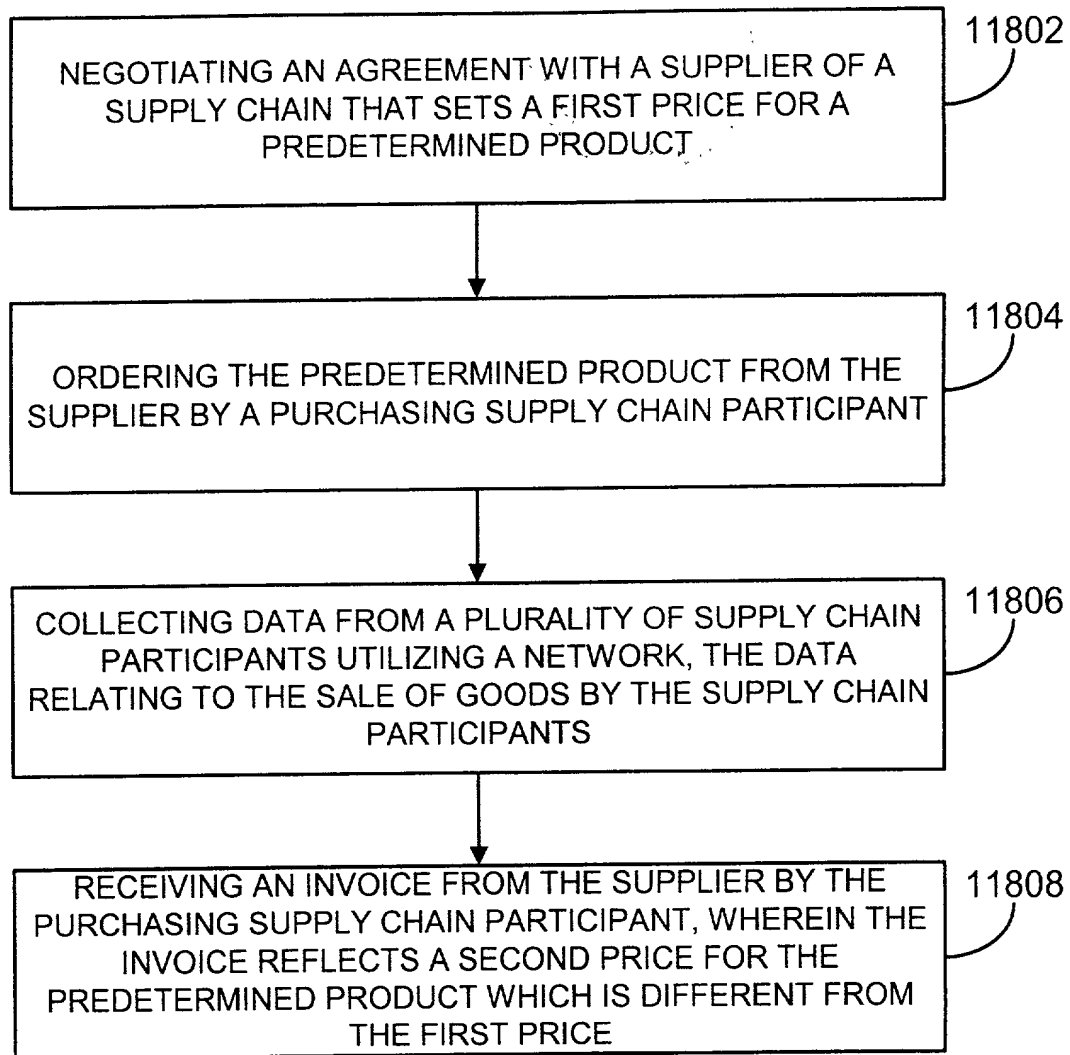


FIG. 118

11900

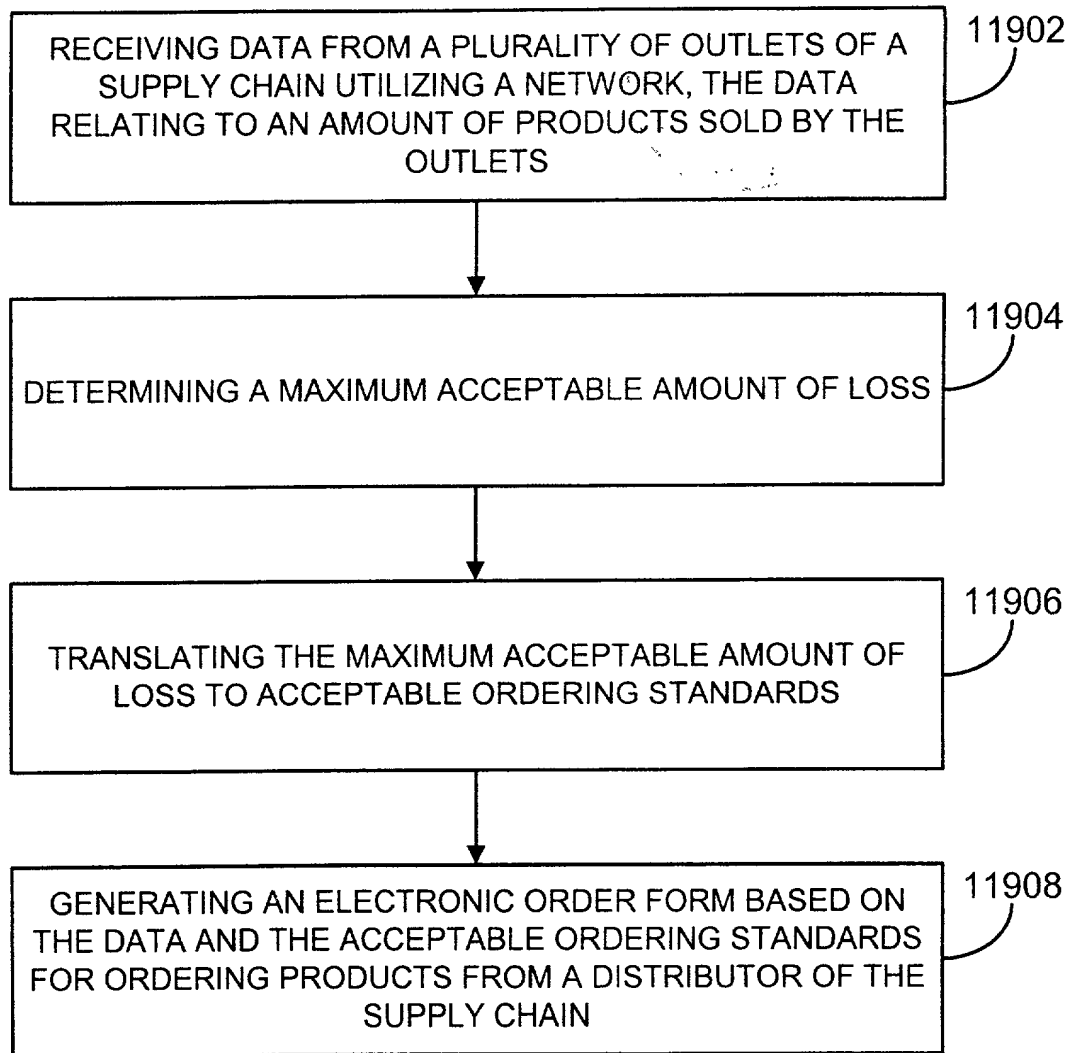


FIG. 119

12000

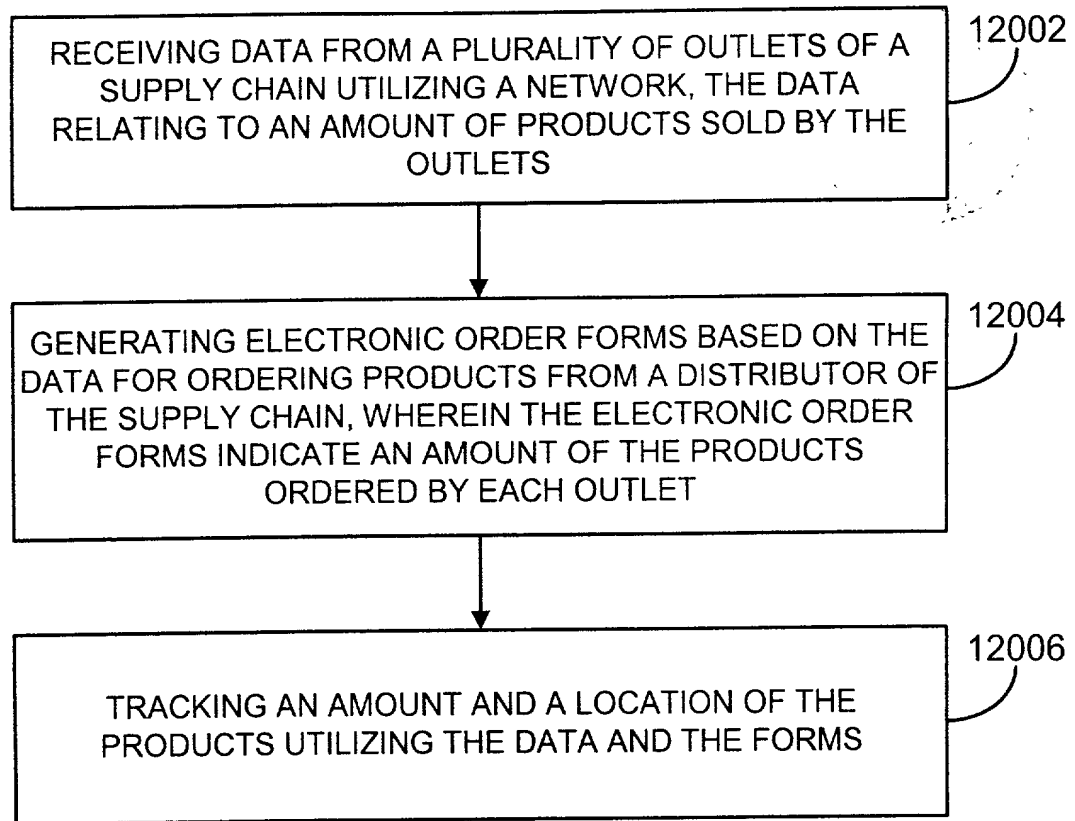


FIG. 120

12100

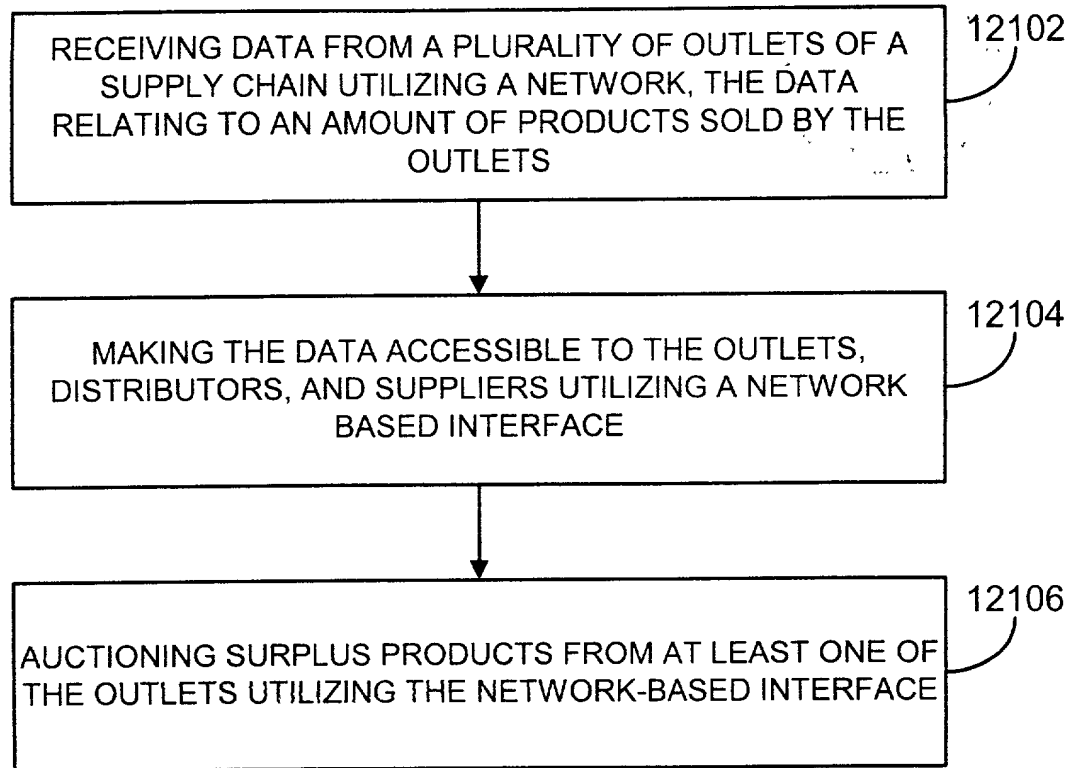


FIG. 121

12200

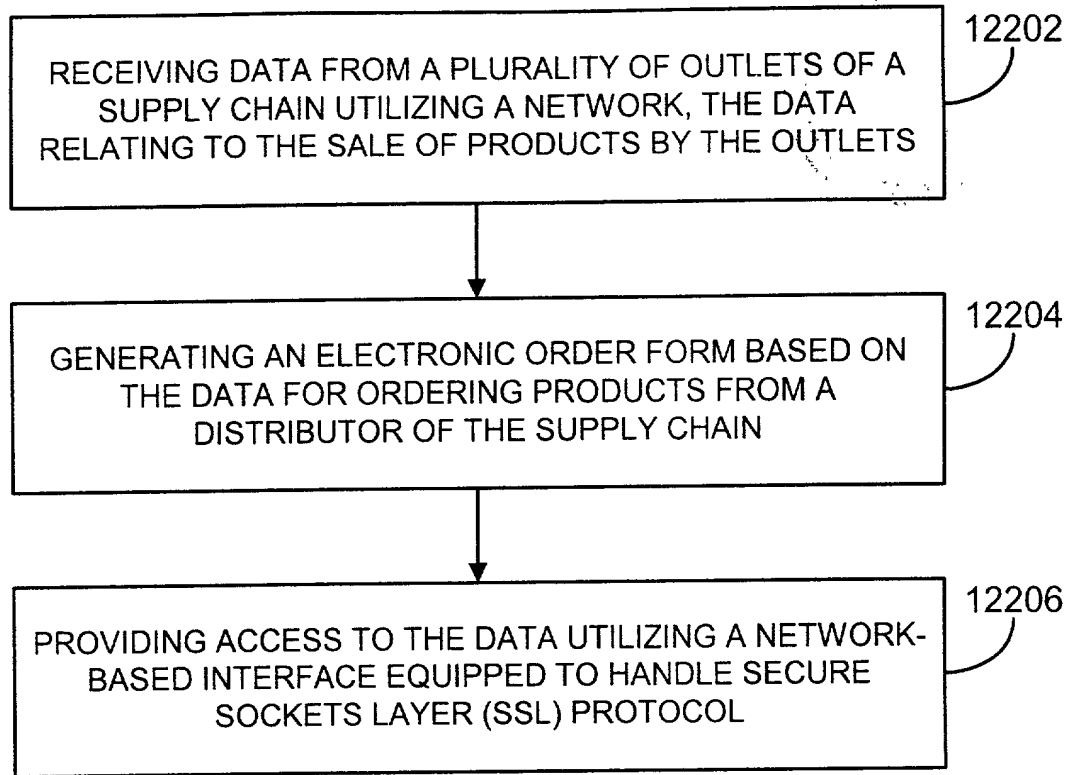


FIG. 122

12300

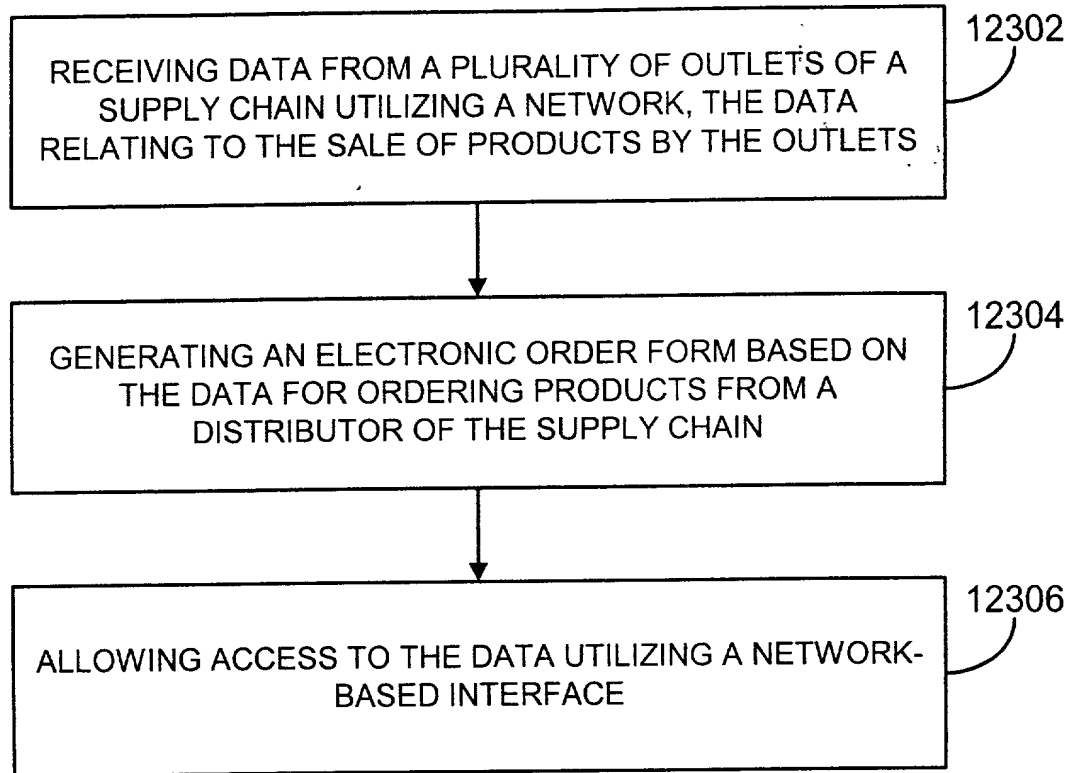


FIG. 123

12400

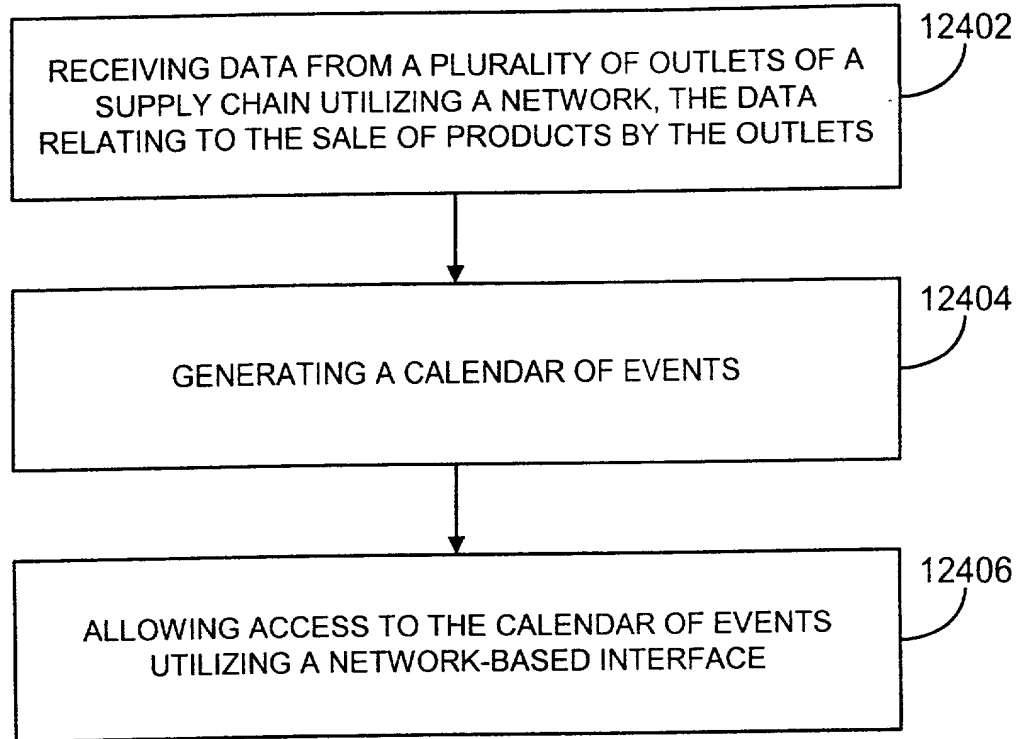


FIG. 124

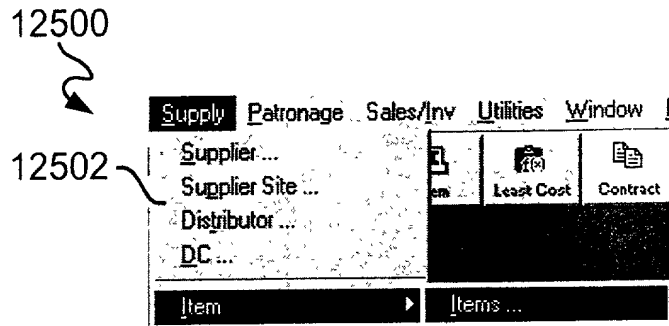


FIG. 125

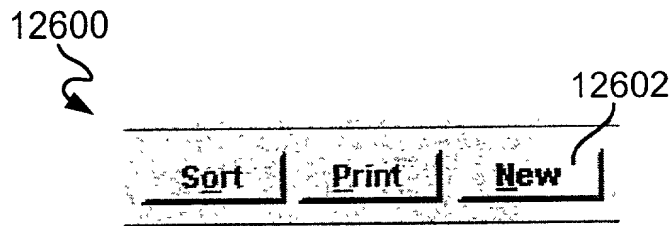


FIG. 126

12700

12702

Item Desc:	<input type="text"/>		
Item Number:	<input type="text"/>	Status Code:	Active <input type="button" value="v"/>
Product Cat Code:	<input type="text"/>	Item Rank:	<input type="text"/>

FIG. 127

12800

12800

Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128

12900



FIG. 129

13000

Supplier Item Desc:		Item No:	
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No	Tie Qty:	
Items per Case:	5000	High Qty:	
Innerpack Contents:	5/1000	Cases Per Pallet:	
Item Size:		Stacking Allowed:	
Case Length:		Universal Product Code:	
Case Width:		Cases Per Truckload:	1350
Case Depth:		Net Weight:	39.00
Case Dimension U/M:	INCH(S)	Gross Weight:	39.00
Item Cube:	0.95 CUBIC FEET	Weight U/M:	POUND(S)
Item Shelf Life:		Bar Code:	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

Site Information **Site Id:** 17355 **Site Role:** *FOB Shipping Point*
Site Name: TYSON FOODS - NEW HOLLAND, PA

13102

FIG. 131

13200

Site Information **Site Id:** 16 **FOB Shipping Point**
Name: AMERISERVE-FARMINGDALE, NY **Railroad Name:**
Status: Active **Rail Sidings:**

FIG. 132

13300

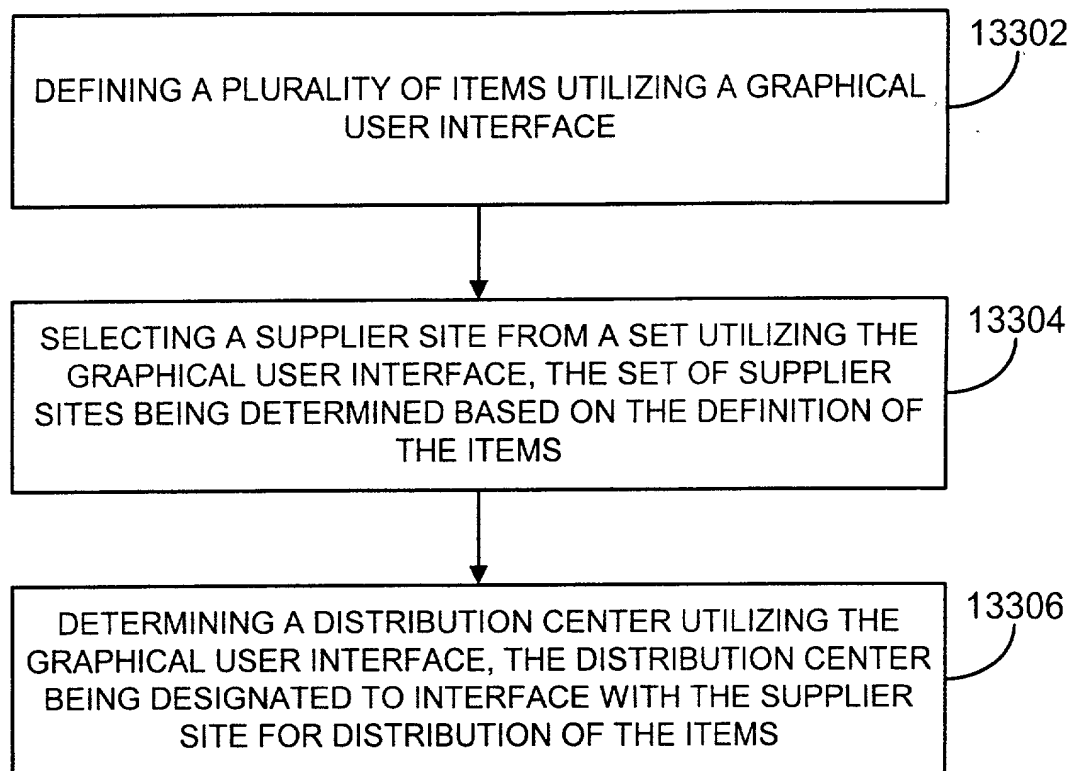


FIG. 133

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE	Begin: 7/1/96	End: 9/1/96	Final: <input type="checkbox"/>
Override Rules: <input type="radio"/> Yes <input checked="" type="radio"/> No Apply By: Cell <input type="button" value="v"/>			

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

13800



FIG. 138

13900

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S	Pallet	
1	TRUCKLOAD(S	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200



FIG. 142

14100

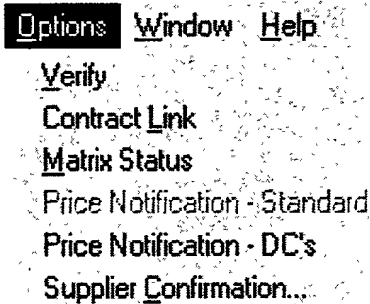


FIG. 141

14300

Cost	Edit / View ...	F3
Commodities	New (using previous matrix) ...	F4
	New (build matrix) ...	F5
Vendor Rating		
Contact Management	Multi Item Price Notification ...	

FIG. 143

14400

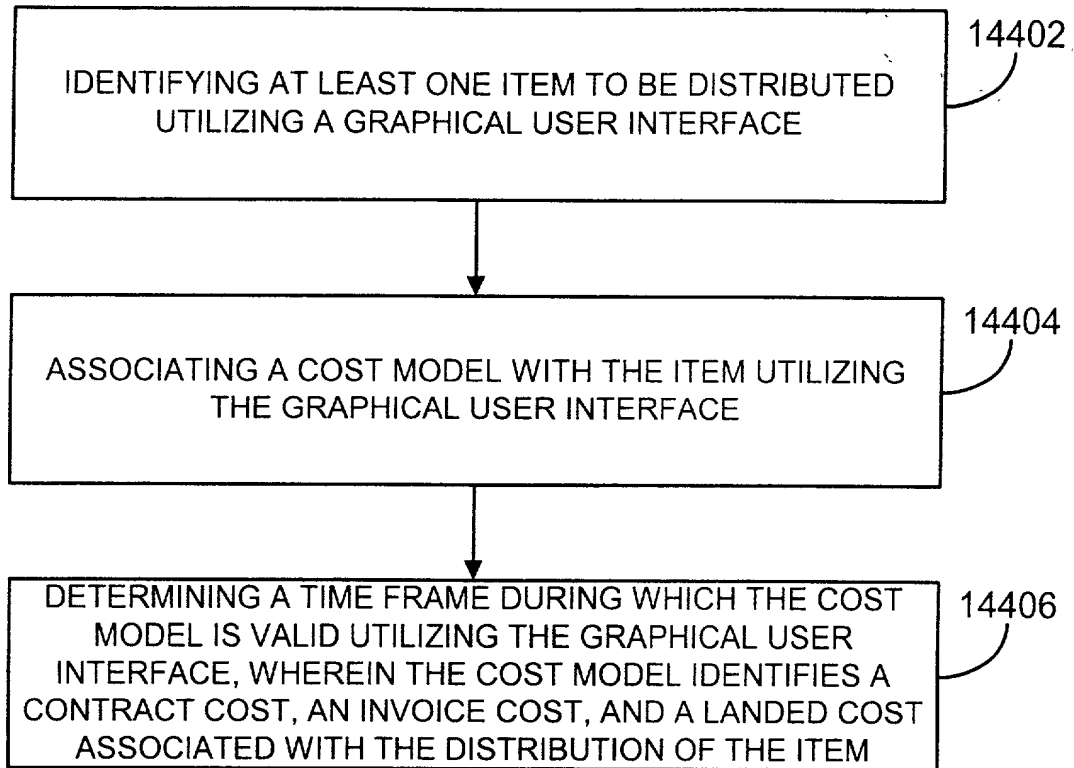


FIG. 144

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS
Initial Buyer Name: Jamie Hersh Current Buyer Name: Chris Stainton

FIG. 146

14700

Contract Start Date: 05/15/98
Contract End Date: 12/31/02
Execution Date: 5/15/98
Effective: Shipment Date
Payment Terms: Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000



FIG. 150

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ.	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

Options Window Help

- New Items...
- Delete Item...
- Exhibit A
- Exhibits B
- Exhibits C
- Replacement Exhibit B

FIG. 152

15300


Exhibit C

FIG. 153

15400

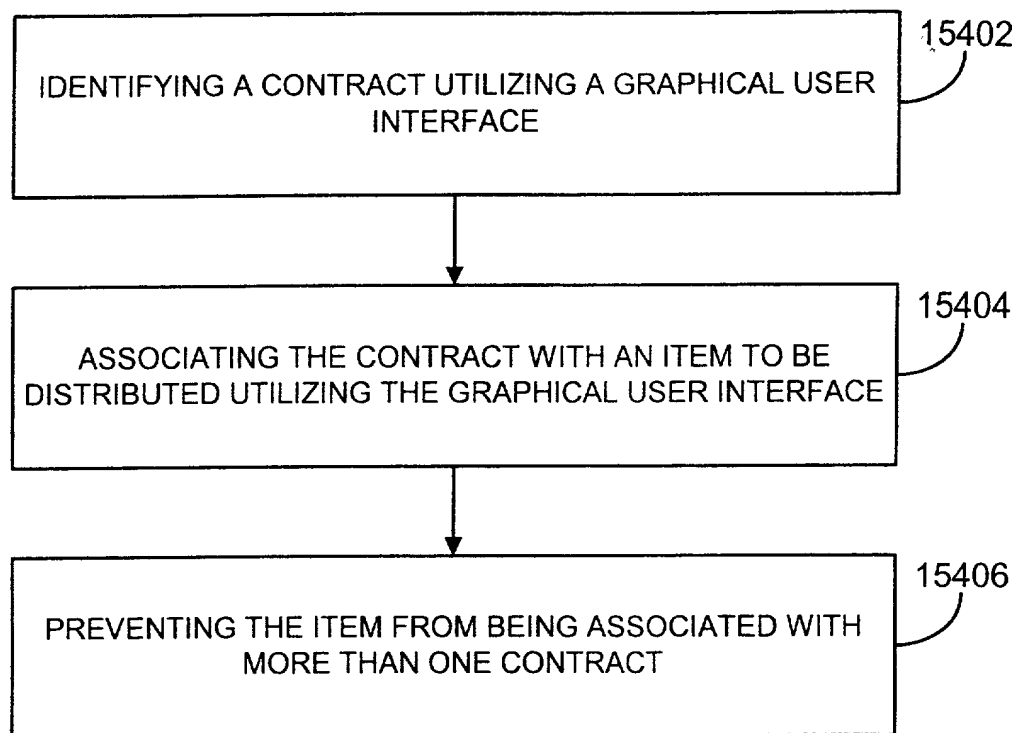


FIG. 154

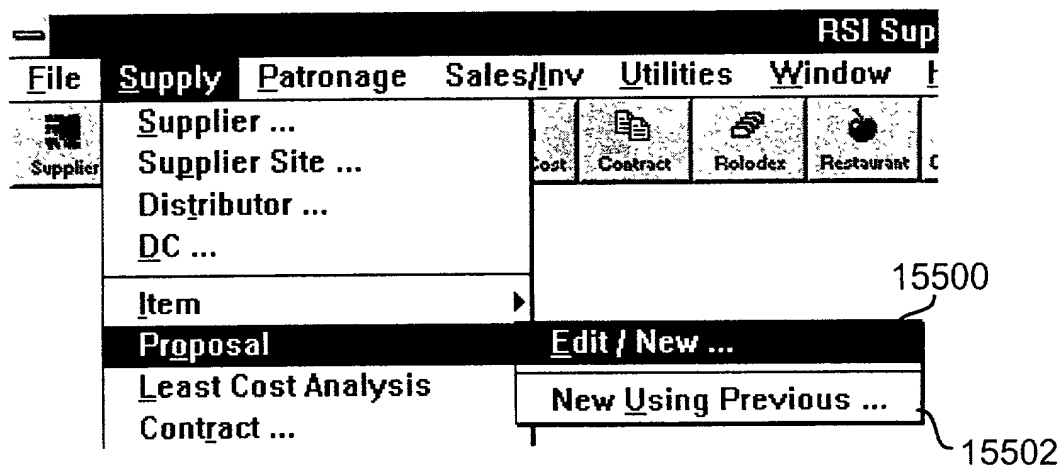


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids								
Main Info	Items	Suppliers						
Proposal Information <div> <div>Proposal ID: 1021</div> <div>Proposal Due Date: 06/12/97</div> </div> <div> <div>Proposal Name: Foam Hot Cups & Polystyrene Lids</div> <div>Contract Begin Date: 07/01/97</div> </div> <div> <div>Buyer Name: Dennis Clabby</div> <div>Contract End Date: 06/30/98</div> </div>								
Actions <table border="1"> <thead> <tr> <th>#</th> <th>Date:</th> <th>Action Description:</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>05/28/97</td> <td>Sent this bid to Dart and also sent a request for information to WinCup</td> </tr> </tbody> </table>			#	Date:	Action Description:	1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup
#	Date:	Action Description:						
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup						

FIG. 156

15700



FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FDB Price | DC/Rest | Usage | Templates | View Bid

Search Query Reset

Query Values

Item Description
CUP-HOT

2 Rows Selected

Item Description
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

> >> << <

FIG. 158

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

Item Description			Item Description
CUP-HOT 12 OZ (PAPER)	DRY	15902	CUP-HOT 12 OZ (DRY)
CUP-HOT 16 OZ (PAPER)	DRY	>	CUP-HOT 16 OZ (500 CT) (DRY)
CUP-HOT 8 OZ (PAPER)	DRY	>>	CUP-HOT 8 OZ (DRY)
		<<	LID-HOT 12/16 OZ (DRY)
		<	LID-HOT 8 OZ (DRY)

15904 15906 15908

FIG. 159

16000

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description	FOB Price Component
MAYO-BULK	Mayonaise Components
	(None Selected)
	Generic FOB Pricing
	Mayonaise Components

FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage	
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

FIG. 161

16200

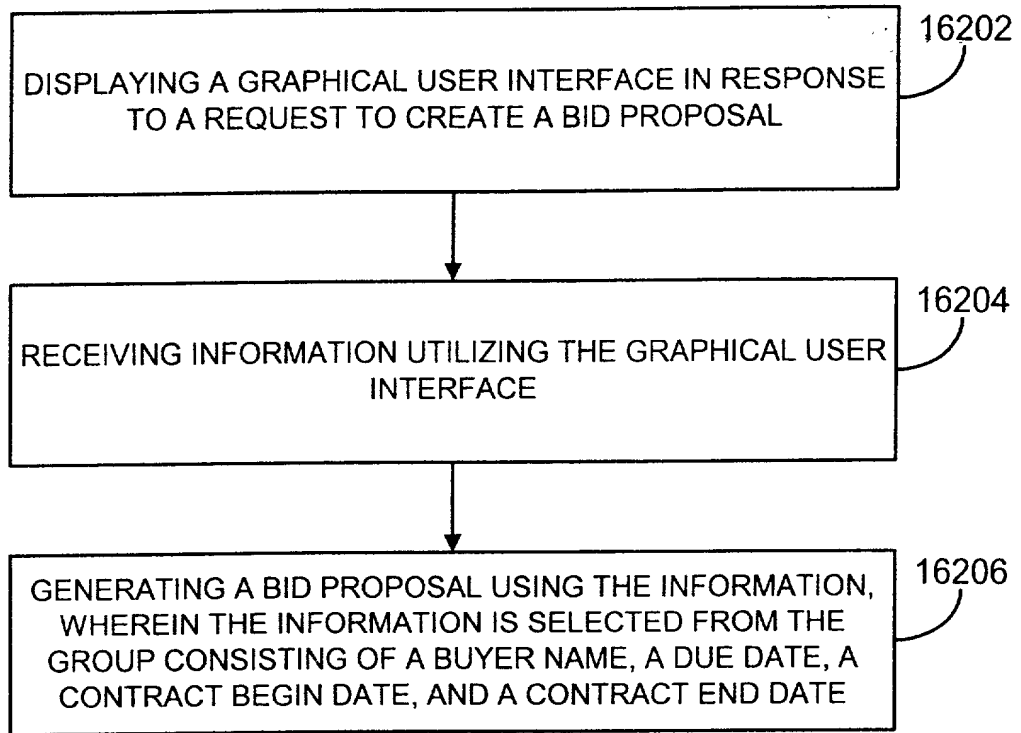


FIG. 162

16300

Templates | Create Bid

FIG. 163

16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
		<i>Word</i>	<i>Y/N</i>
Bid Proposal Cover Letter	?		Y
General Terms and Conditions		?	N
Usage Estimates	?		N
Supplier Facility Worksheets	?		N
Item Information Worksheets	?		N
Sample Supply Agreement		?	N
BK Specification Request		?	N
FOB Price Component		?	Y
Truckload Freight Worksheet	?		N
LTL Freight Worksheet	?		N

FIG. 164

16500

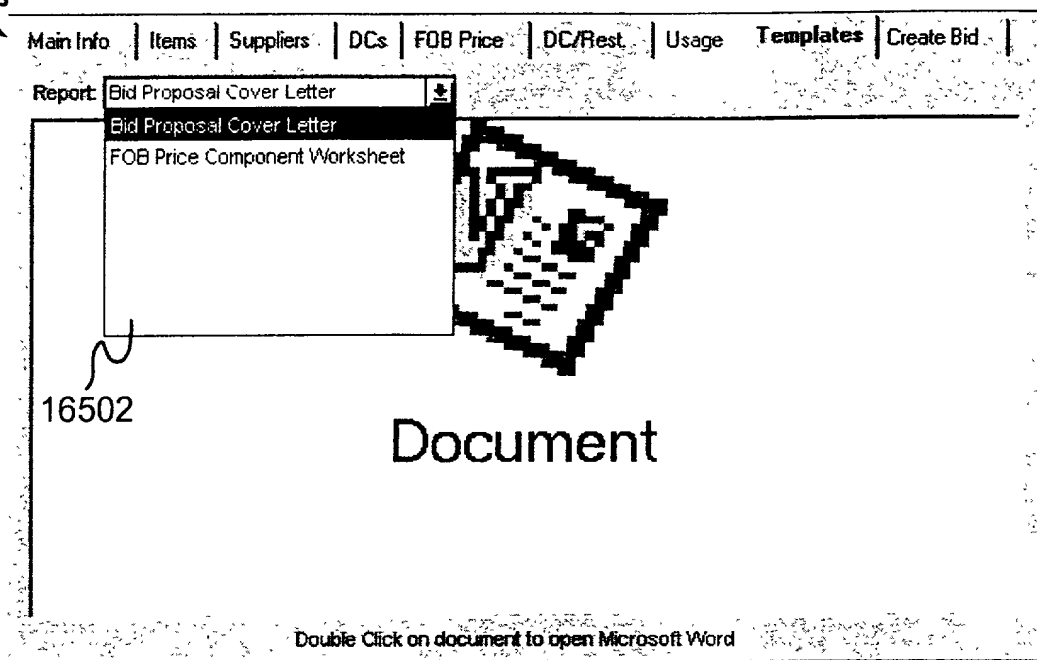


FIG. 165

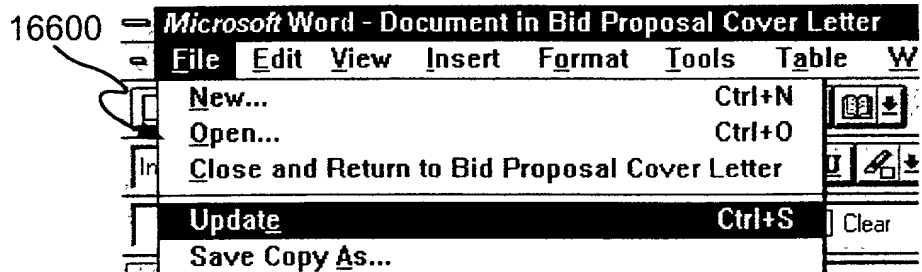


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | **Create Bid**

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

General	Cost
Bid Proposal Cover Letter <input checked="" type="checkbox"/>	FOB Price Component Worksheet <input checked="" type="checkbox"/>
General Terms & Conditions <input checked="" type="checkbox"/>	Truckload Freight Worksheet <input checked="" type="checkbox"/>
Usage Estimates <input checked="" type="checkbox"/>	LTL Freight Worksheet <input checked="" type="checkbox"/>
Supplier Facility Worksheet <input checked="" type="checkbox"/>	
Item Information Worksheet <input checked="" type="checkbox"/>	
Sample Supply Agreement <input checked="" type="checkbox"/>	
BK Specification Request <input checked="" type="checkbox"/>	

* LTL Freight Worksheet will be printed by system if necessary

Blank Sheets
Supplier Facility Worksheet <input checked="" type="checkbox"/>
Item Information Worksheet <input checked="" type="checkbox"/>
FOB Price Component Worksheet <input checked="" type="checkbox"/>
Truckload Freight Worksheet <input checked="" type="checkbox"/>
LTL Freight Worksheet <input checked="" type="checkbox"/>

FIG. 167

16800

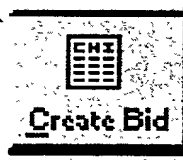


FIG. 168

16900

Report:

7/2/97

Supplier:

Restaurant Services, Inc.

Item Information Worksheet

ATTY

DS

FIG. 169

17000

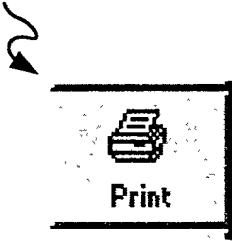


FIG. 170

17100

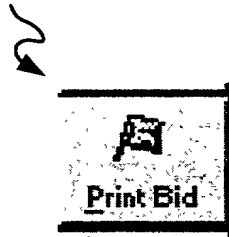


FIG. 171

17200

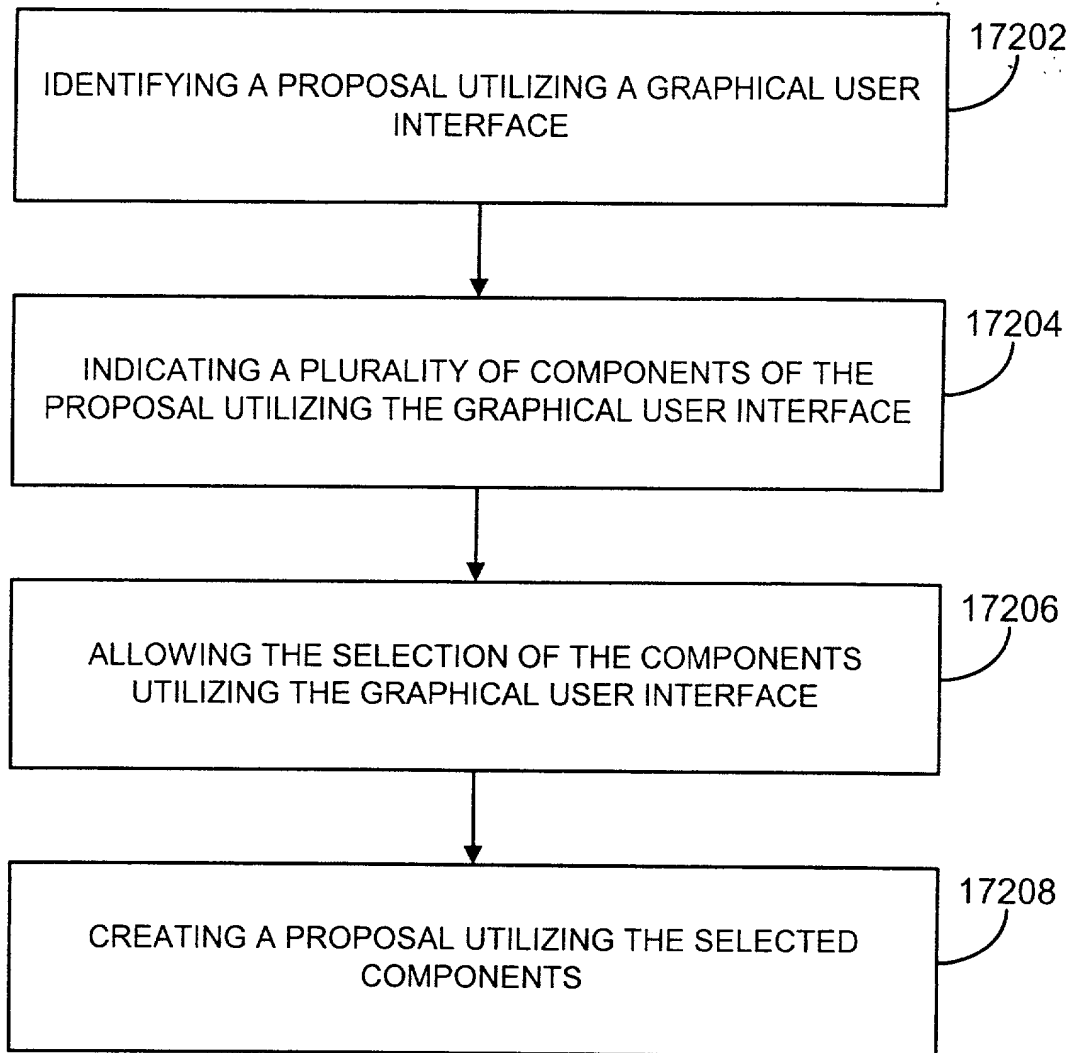


FIG. 172

17300



FIG. 173

17400

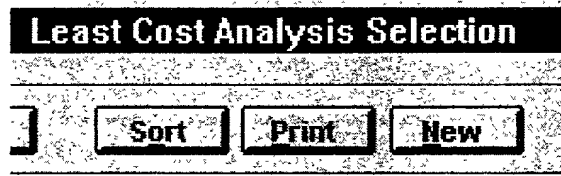


FIG. 174

17500

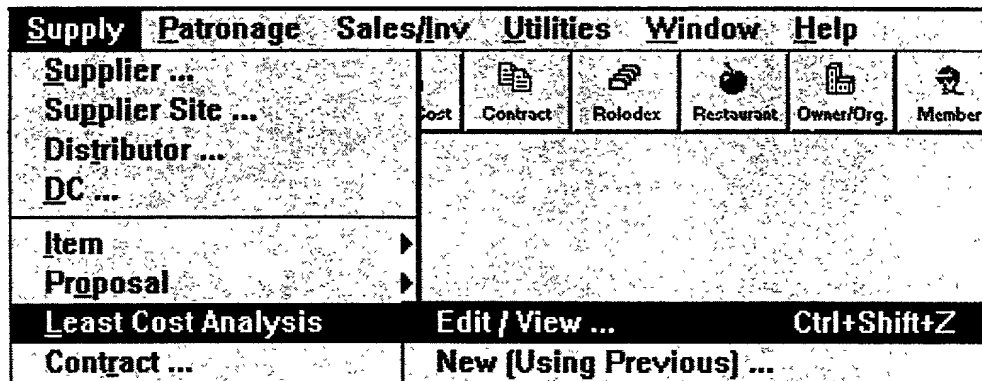


FIG. 175

Bid Proposal Name:

(None)



17600

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

FIG. 176

17700

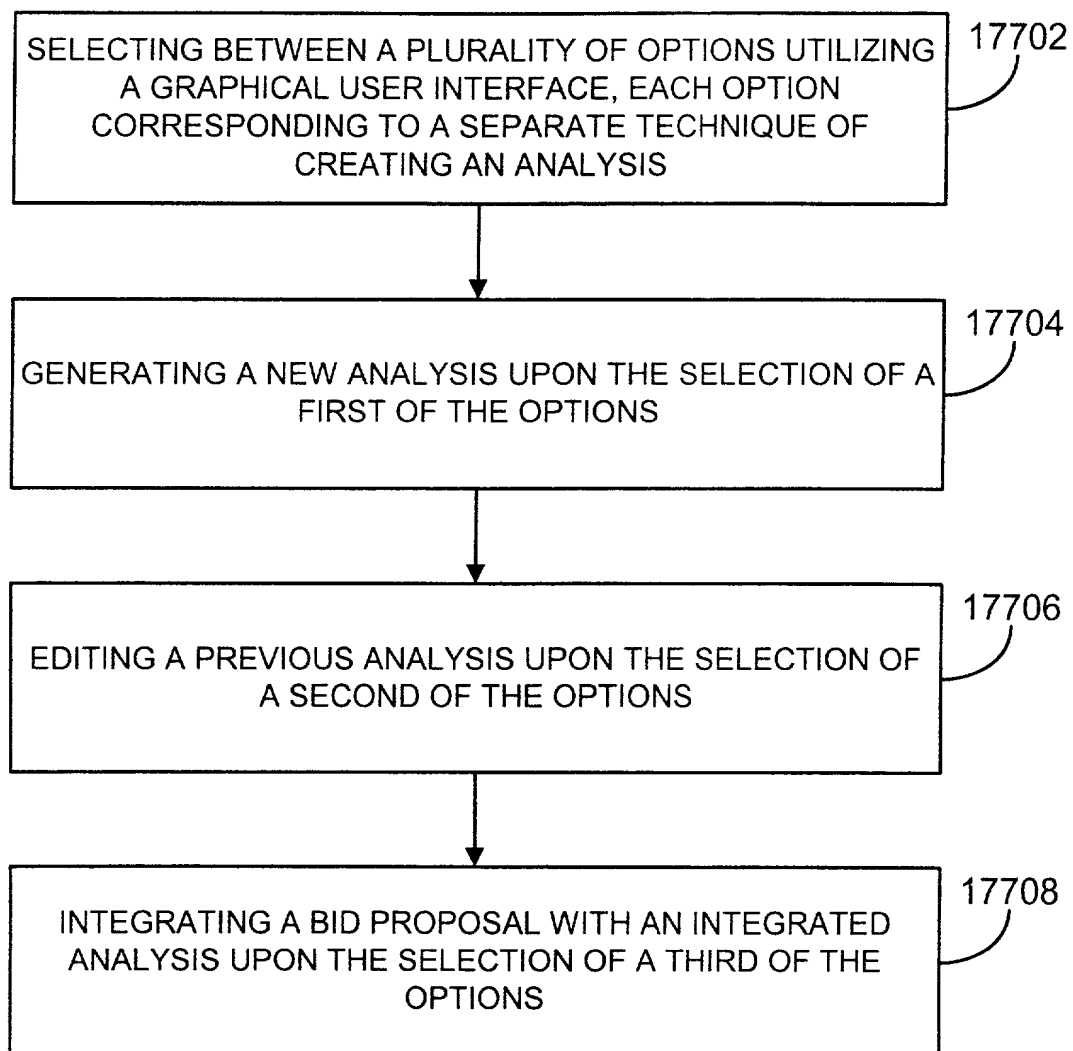


FIG. 177

17800

Analysis Name: Hash Brown Actual
Analysis ID: 1036
Buyer: Dennis Clabby
Period of Agreement: 10/1/97 THRU 9/30/98
Unit Of Measure: CASE(S)

FIG. 178

17900

Version (1) of (9) Base version

What is the max # of FOB points to allocate to each DC ? One FOB
What is pricing method for this version ? FOB + Freight
What is the RSI Invoice FOB Upcharge (Downcharge) ? 0.0000
Override RDC Truckload Validation? No
Solution Strategy: Standard **Last Revision:** 9/15/97 1:04 PM

FIG. 179

18000



FIG. 180

18100

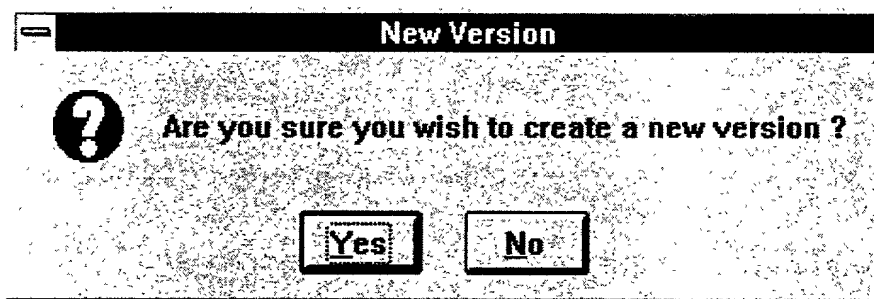


FIG. 181

18200

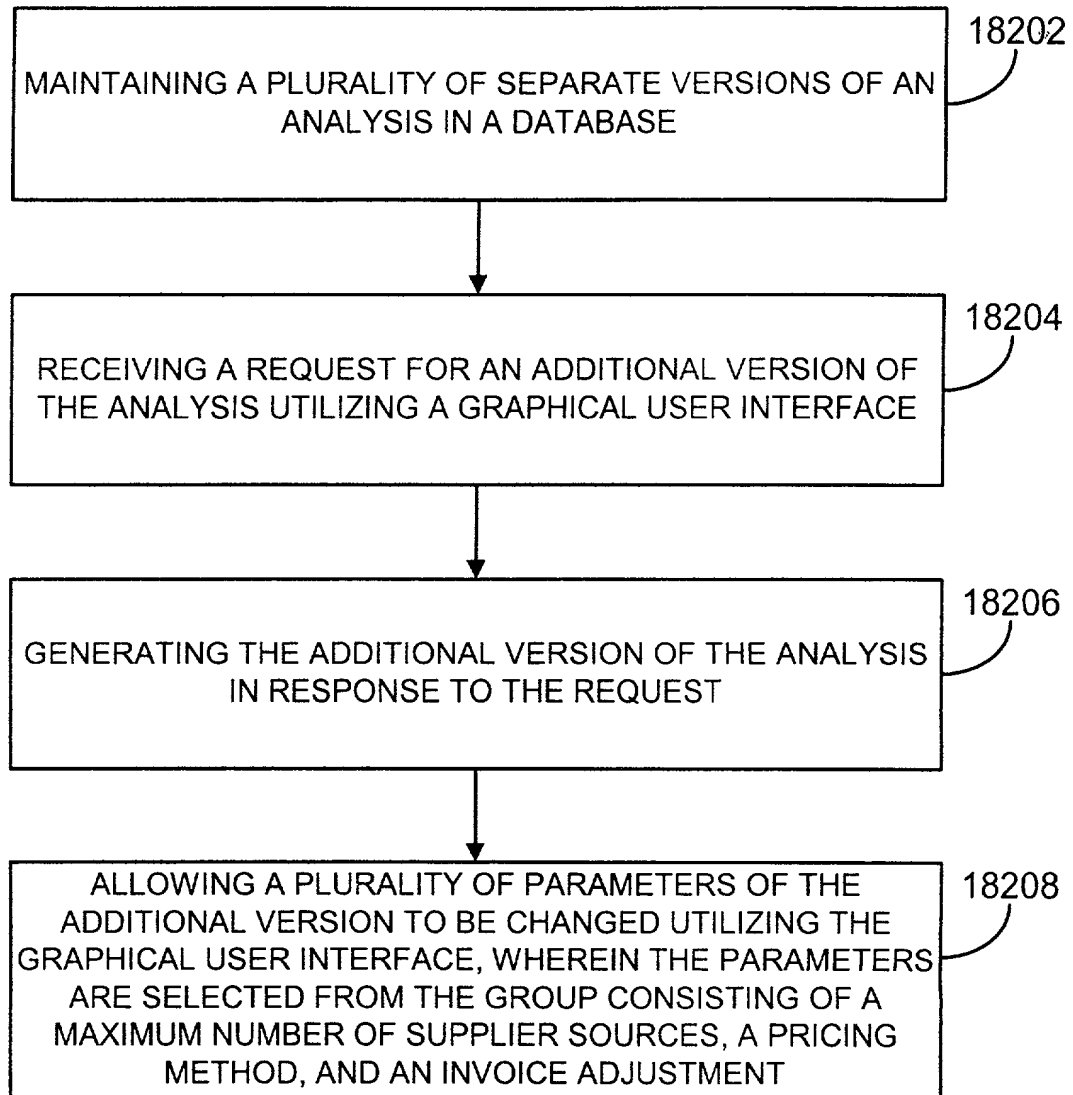


FIG. 182

18300

SearchQueryReset

Query Values7 Rows Selected

Supplier FOB
DOP

>

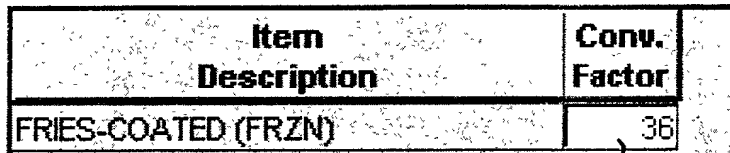
>>

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

FIG. 183

18400



Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

18500

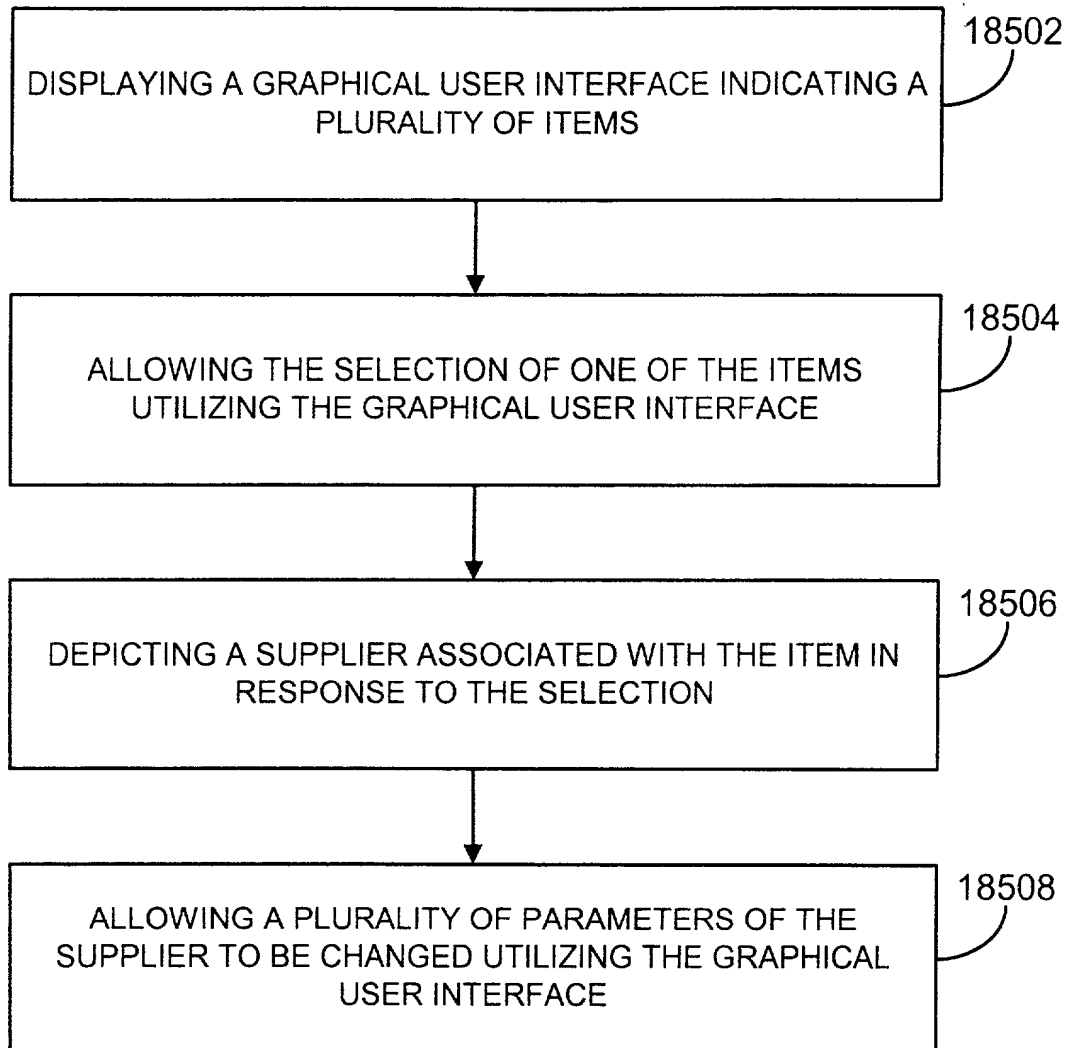


FIG. 185

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory	
Case Width:	15.125	Case Cube:	3.43 CUBIC FEET
Case Depth:	17.75	Cases Per Truckload:	769
Case U/M	INCH(S)	Gross Weight:	29.28 POUND(S)
		Net Weight:	27.28 POUND(S)

FIG. 186

18700



FIG. 187

18800

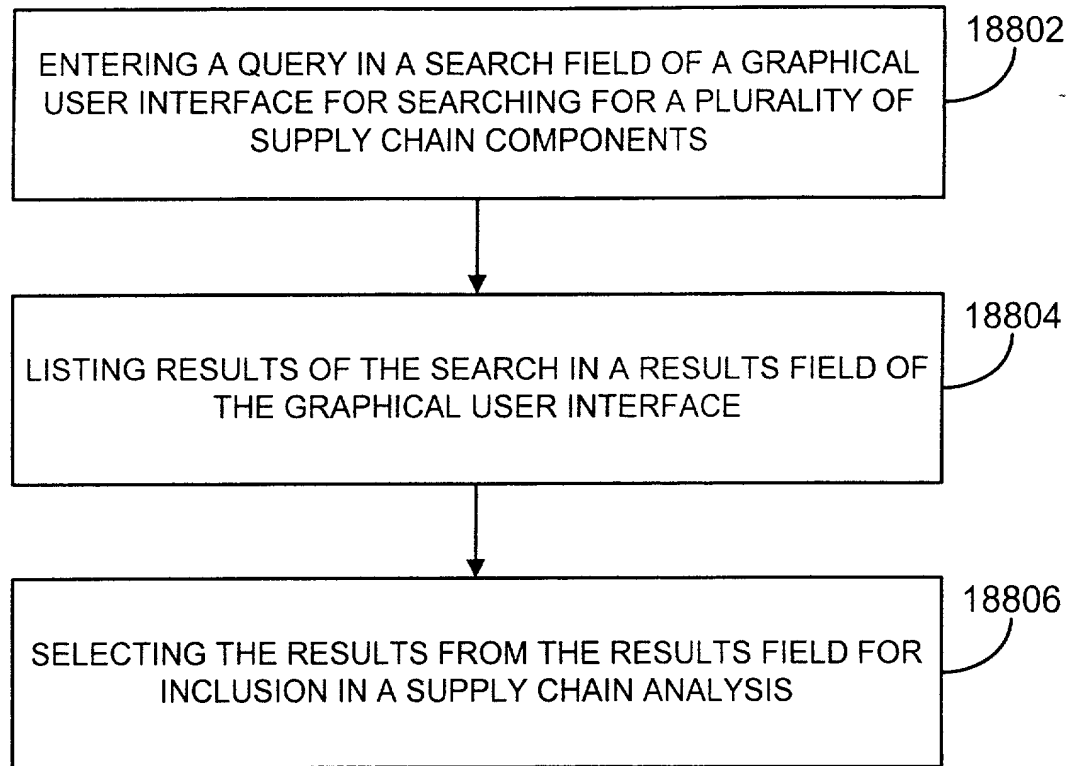


FIG. 188

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
CAVENDISH FARMS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
J.R. SIMPLOT COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC.		↓ Pallet ↓	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	↓
Supplier FOB			Minimum	Maximum	Include	
LAMB-WESTON, INC.-PASCO, WA			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC.-RICHLAND WA			0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC.-AMERICAN FALLS ID			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
MCCAIN FOODS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
NESTLE FOOD COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	
ORE-IDA FOODS		↓ Pallet ↓	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	↓
Supplier FOB			Minimum	Maximum	Include	
MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND			18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE			45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS, INC.-OTHELLO, WA			27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

FIG. 190

19100

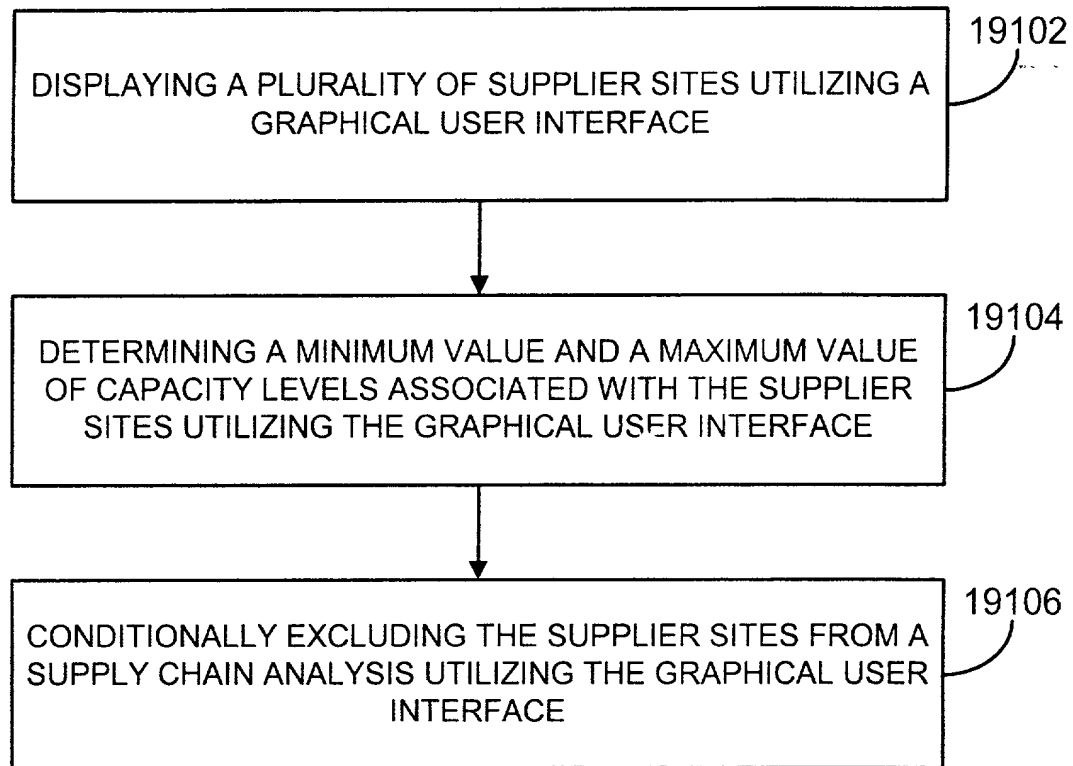


FIG. 191

19200

Supplier	#	Volume	
HUDSON INDUSTRIES	0		
INTERNATIONAL DIVERSEFOODS	0		
SUPERIOR COFFEE & FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

FIG. 192

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1 0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1 0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1 0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8 9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8 8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9 5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9 4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9 1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9 0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9 5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9 4800	1	

FIG. 194

19500

Item Description		Supplier FOB	
FRIES-COATED		CAVENDISH-PRINCE EDWARD	
FRIES-COATED		J.R. SIMPLOT COMPANY-HERMISTON	
FRIES-COATED		LAMB-WESTON, INC-PASCO, WA	

Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0 3750	0	0
AMERISERVE-PLYMOUTH, MN	0 3850	0	0
AMERISERVE-WAUKESHA	0 3670	0	0
FLEMING FOODS-KAPOLEI	0 4725	0	0
KING PROVISION-ATLANTA	0 3950	0	0

FIG. 195

19600

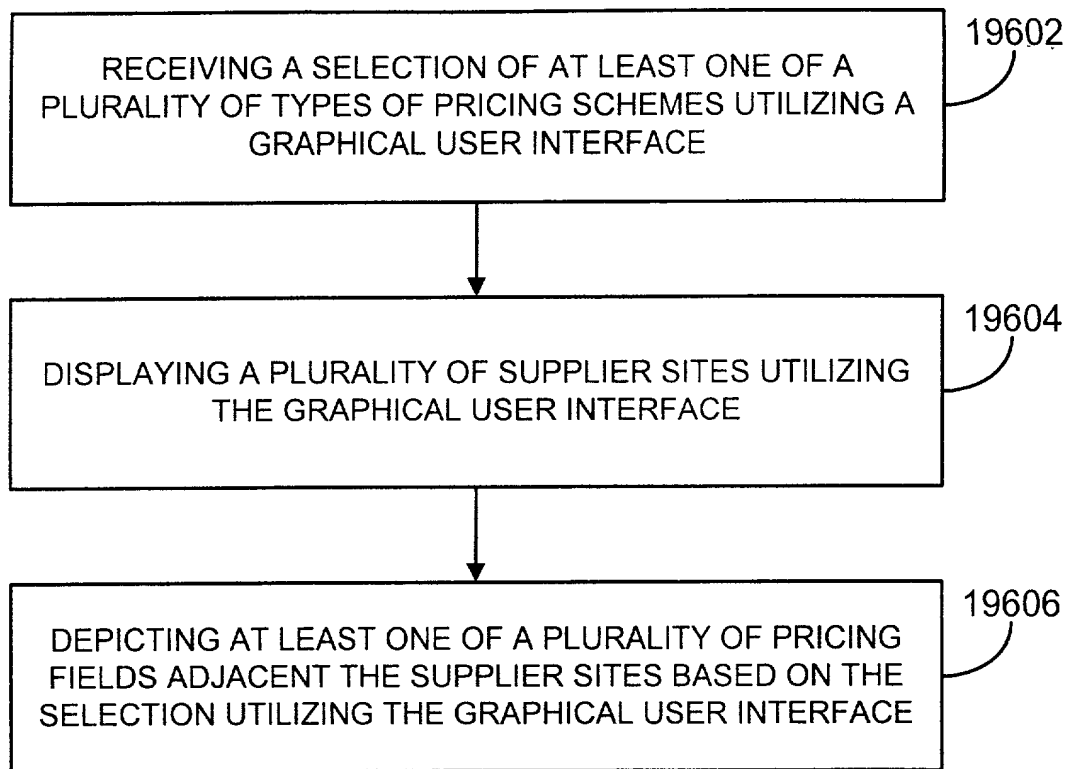


FIG. 196

19700

Total Rest. Growth Amount Usage Period
 5.00% 19702 09/01/97 to 08/31/98

Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVEPOST-ALBUQUERQUE	27	5.00%	28
AMERISERVEPOST-DENVER	35	5.00%	37
AMERISERVEPOST-SALT LAKE, UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800

Item	Item Growth %	Usage Period
CHICKEN-PATTY	0.00%	

Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

19900

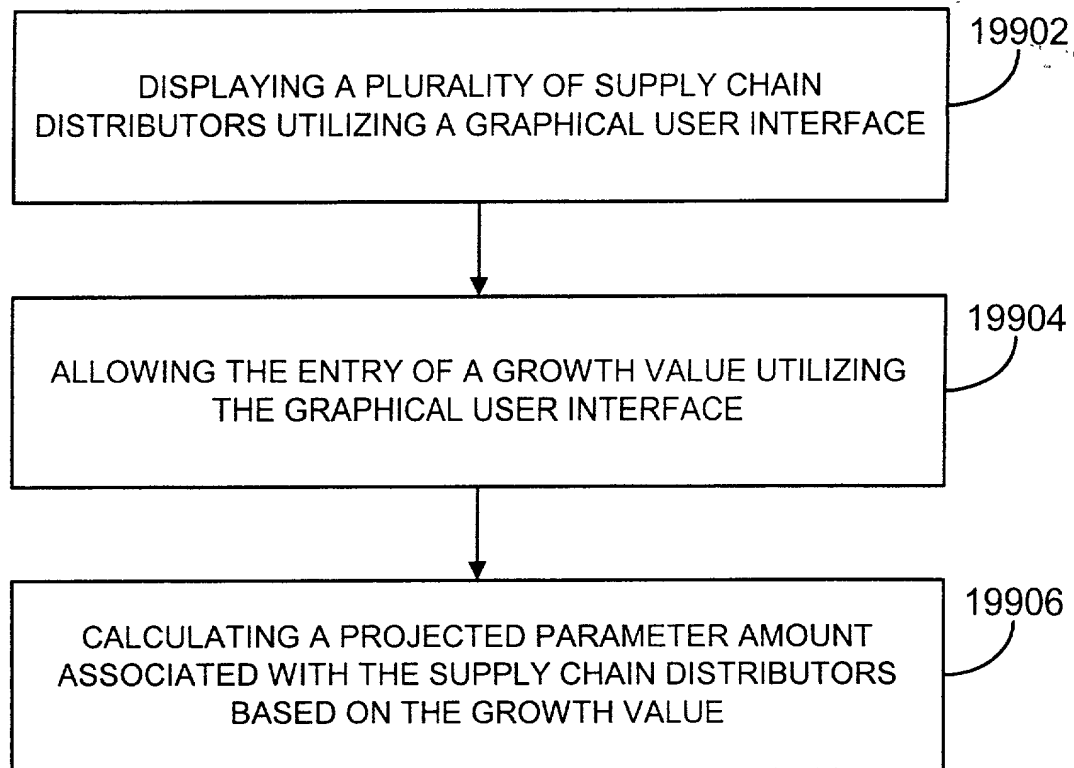


FIG. 199

20000

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction		Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-SALT LAKE, UT	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

FIG. 200

20100

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction	
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required <input type="radio"/> Excluded
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required <input type="radio"/> Excluded

FIG. 201

20200


Invalid Selection	
	AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.
<input type="button" value="OK"/>	

FIG. 202

20300

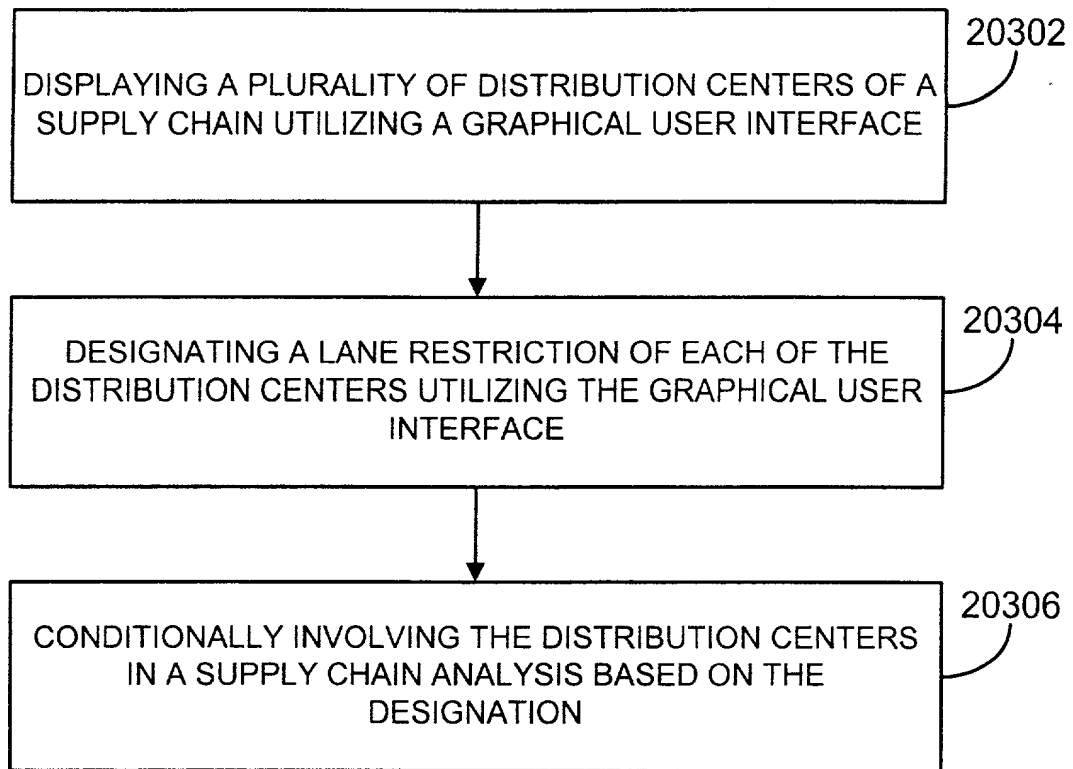


FIG. 203

20400

Supplier FOB		Address		↑
CAVENDISH FARMS	Dieppe	NB	E1A6X4	
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999	
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211	↓

Distribution Center	Truckload Freight	Lane Distance	↑
AMERISERVEPOST-ALBUQUERQUE	1,617		
AMERISERVEPOST-DENVER	1,277		
AMERISERVEPOST-SALT LAKE UT	691		

FIG. 204

20500

Supplier FOB		Address		
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72304	
TYSON FOODS-GREEN FORREST, AR	Green Forest	AR	72638	
TYSON FOODS-RUSSELVILLE AR	Russelville	AR	72801	

Distribution Center	Weight	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +	↑
PS-ATLANTA	15,000					1 10		
PS-BURLINGTON	15,000	400.00				1 20		

FIG. 205

20600

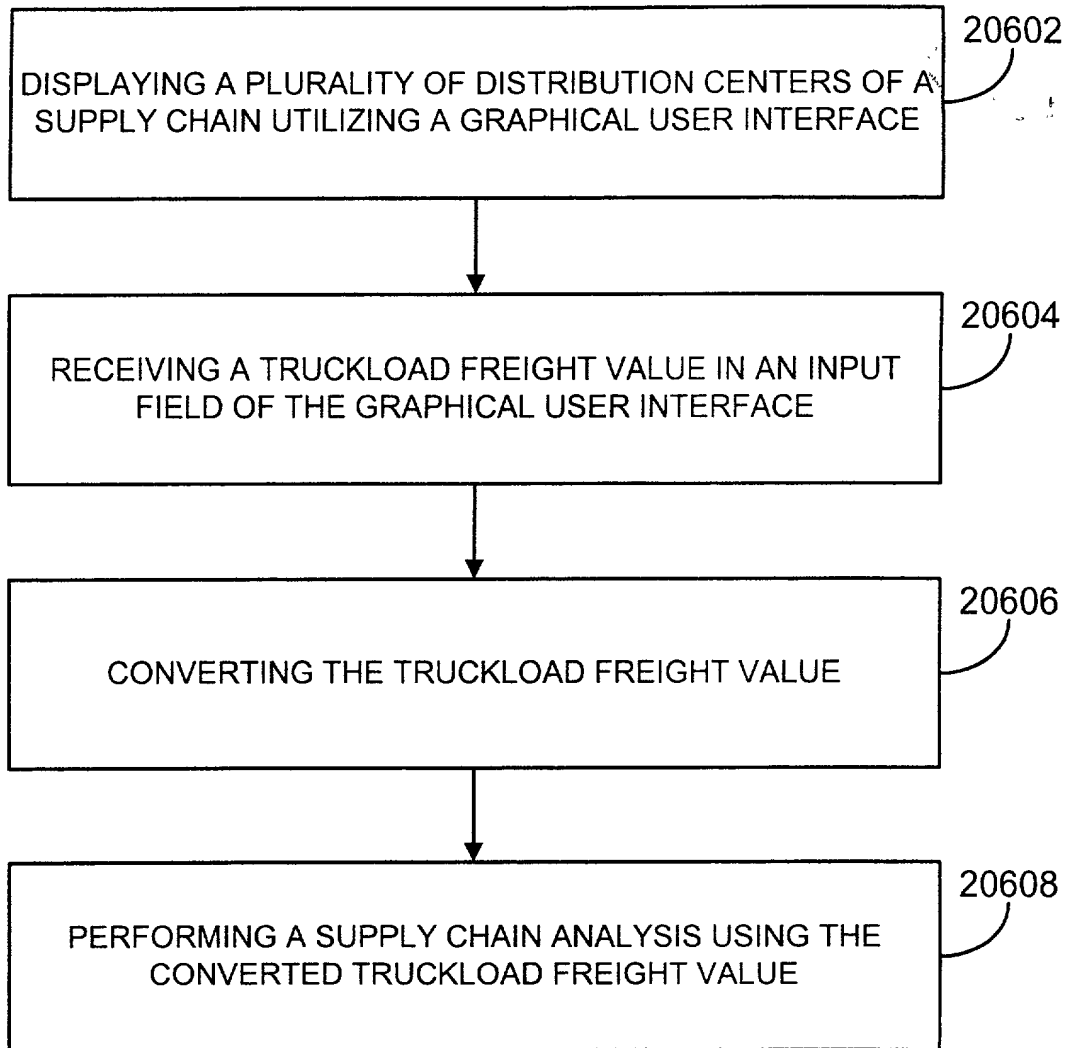


FIG. 206

20700



Analysis Region	Force FOB
MCCABE-PORTLAND/RMW-ANCHORAGE	<input type="radio"/> Yes <input checked="" type="radio"/> No

Distribution Center Name	Site Role
MCCABE QUALITY FOODS-PORTLAND	Corporate & FOB Point
RESTAURANTS RMW-ANCHORAGE	Corporate & FOB Point

FIG. 207

20800

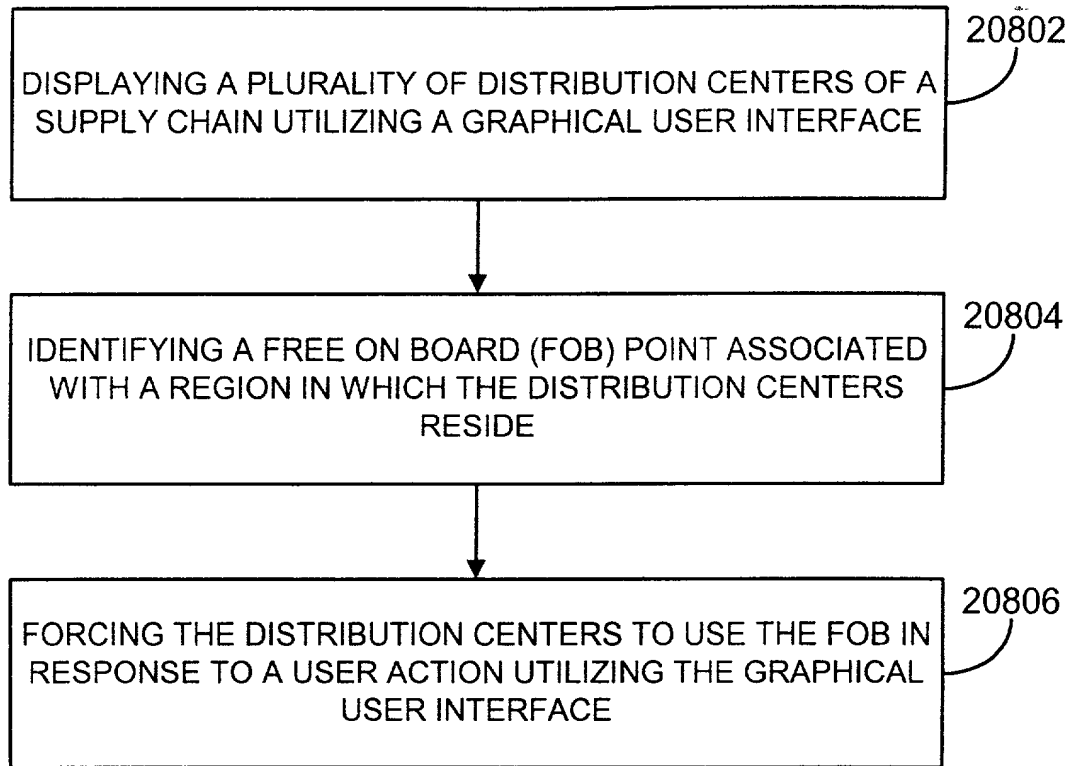


FIG. 208

20900

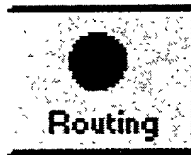


FIG. 209

21000

Report Selection

Report Type:

Report Name:

Report Parameters

Supplier:

Supplier FOB:

Distribution Center:

Version:

Freight Information Provided	
LTL Routing Grid By Lane	
Routing Results By Lane	
Routing Results By Lane, Item	
Routing Results w/ RDC Breakout By Lane	
Routing Results w/ RDC Breakout By Lane, Item	
TL Freight Variance Analysis	

FIG. 210

21100



IDENTIFYING A PLURALITY OF LANES OF A SUPPLY CHAIN

21102



DETERMINING A LOWEST COST ROUTING SCHEME FOR
EACH OF THE LANES

21104



PERFORMING A SUPPLY CHAIN ANALYSIS USING THE
LOWEST COST ROUTING SCHEME

21106

FIG. 211

21200

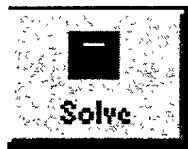


FIG. 212

21300

21302

Report Selection

Report Type:	Report Name:
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	ew Capacity & Prices

FIG. 213

21400



- Awarded Volume by Item - Detail
- Awarded Volume by Item - Detail
- Awarded Volume by Item - Freight
- Awarded Volume by Item - Summary
- Competing DC Freight Analysis by Item
- Lane Assignment Matrix
- Lane Weighted Average Delivered Cost

FIG. 214

21500



- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)
- Invoice FOB Detail Comparison (with conversion)
- Invoice FOB Savings Comparison (no conversion)
- Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600



Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

FIG. 216

21700



- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)

FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

FIG. 218

21900



FIG. 219

22000

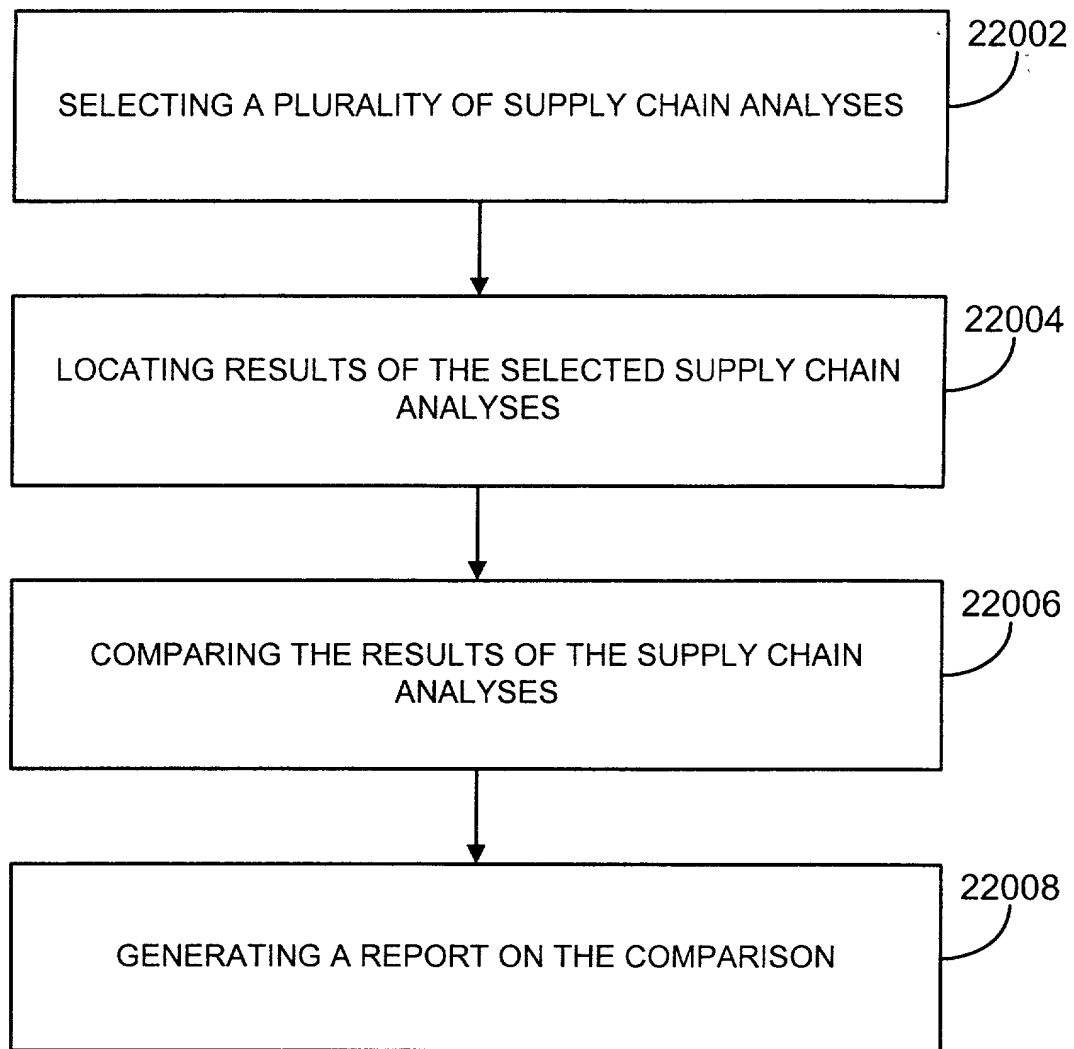


FIG. 220

22100

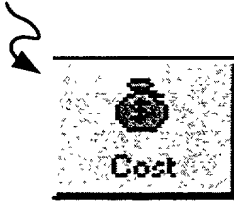


FIG. 221

22200

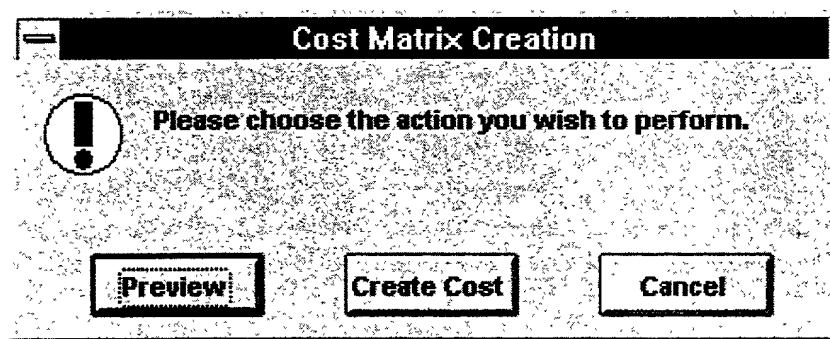


FIG. 222

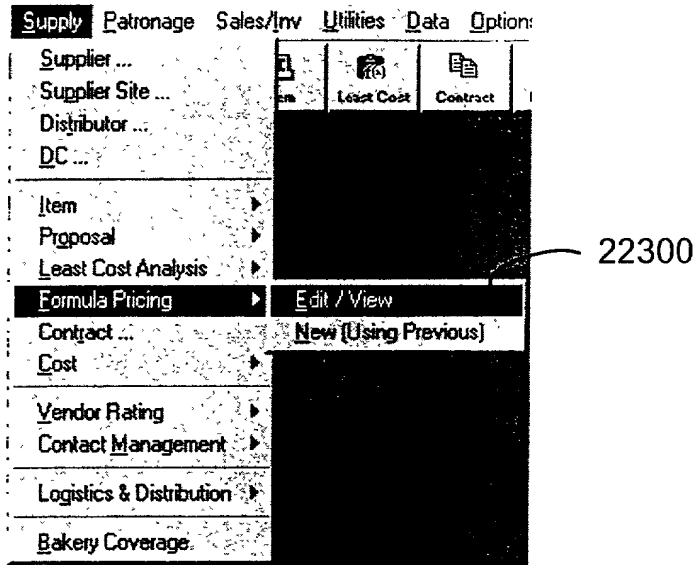


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98												
General Info Pricing Freight Formulas Block Cost Adjustments												
Date	FRSH DOM 50% TRIM	FRSH DOM 55% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 88% LEAN	FRSH DOM 85% LEAN	FRSH DOM 98% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 98% LEAN YW	FRZN DOM 98% LEAN BL	IMP AUS 30% LEAN	Lean Fine Intr Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998
03/31/98	0.8860	0.9160	0.9538	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000
04/01/98	0.8700	0.9200	0.9383	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9840
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.8760

FIG. 225

22600

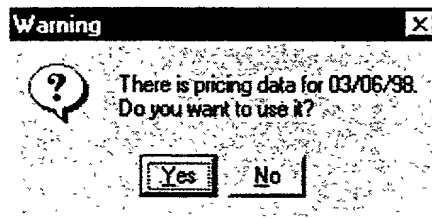


FIG. 226

22700

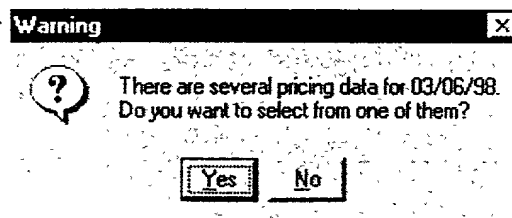


FIG. 227

22800

Formula Pricing Selection [X]

Pricing ID	Calc. Date	Description
10	03/03/98	Beef Pricing 3/3/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

22900

Formula Pricing - BEEF - 77% - 04/06/98 [] [] [X]

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Supplier FOB	Address
AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

	FD65TR		FD65TR		FD73TC		FD89LC		FD85LM		FD90LC		HMAU98		LFTB		Total
Formula	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	
AFS-1	0.3120	0.2871									0.1880	0.2134	0.4000	0.3924	0.1000	0.0911	0.9840
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368					0.2000	0.2190	0.3200	0.3139			0.9941
GS-1	0.3270	0.3042									0.1730	0.1972	0.3600	0.3548	0.1400	0.1303	0.9866
S&C-1	0.2414	0.2200					0.2179	0.2026	0.2179	0.2153	0.2179	0.2386			0.1050	0.0956	0.9721
SER-1	0.3250	0.2926									0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9684
TEX-1	0.3090	0.2768									0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9916
WHI-1	0.3250	0.2958									0.1750	0.1969	0.3650	0.3608	0.1350	0.1230	0.9765
WIS-1	0.3325	0.2977									0.4675	0.5185	0.1000	0.0968	0.1000	0.0890	1.0018

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments
--------------	---------	---------	----------	------------	-------------

Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	Y
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	Y
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	Y
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	Y
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	Y
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	Y
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	Y
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	Y

FIG. 231

23200

Formula Pricing - BEEF - 77% - 04/06/98						
General Info Pricing Freight Formulas Block Cost Adjustments						
Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299
Amount	Adjustment Desc					
0.1500	Upcharge					

FIG. 232

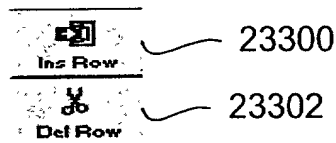


FIG. 233

23400



FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGIN	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1
Number of Rows: 14			
Material Type		Begin Date	Percentage
Fresh Domestic 50% Trim		10/03/1997	31.2000%
Fresh Domestic 73% Trim		10/01/1996	20.0000%
Fresh Domestic 85% Lean		10/01/1997	5.0000%
Fresh Domestic 90% Lean		10/01/1997	18.8000%
Number of Rows: 6			100.0000%

FIG. 235

Supply	Patronage	Sales/Inv	Utilities	Window	Hel
Supplier ...					
Supplier Site ...					
Distributor ...					
DC ...					
Item					
Proposal					
Least Cost Analysis					
Formula Pricing					
Contract ...					
Cost					
Vendor Rating					
Contact Management					
Logistics & Distribution					
Bakery Coverage					

23600

FIG. 236